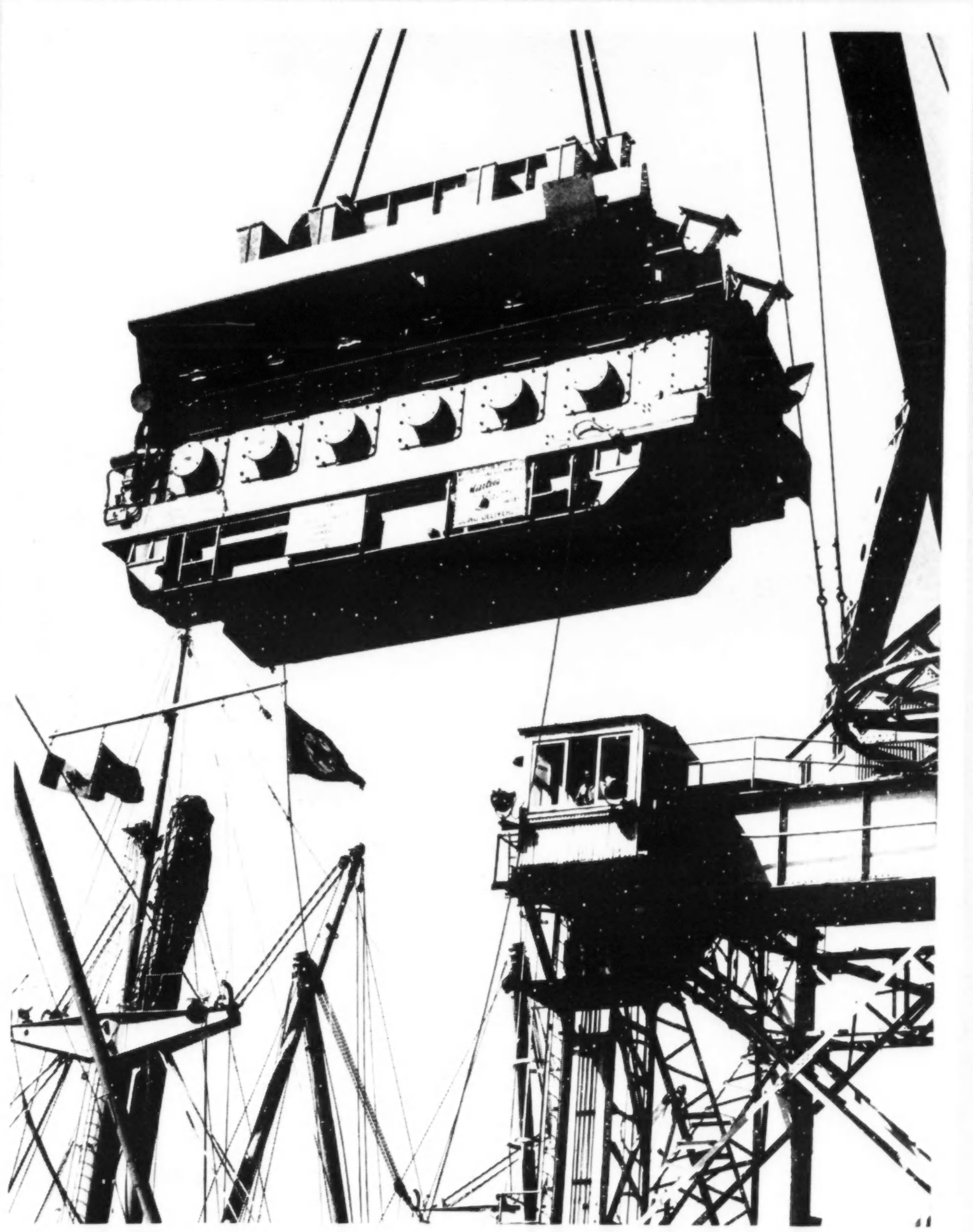
Board of Trade Journal

Volume 190, No. 3608 **Published by Her Majesty's Stationery Office** **13 May 1966**



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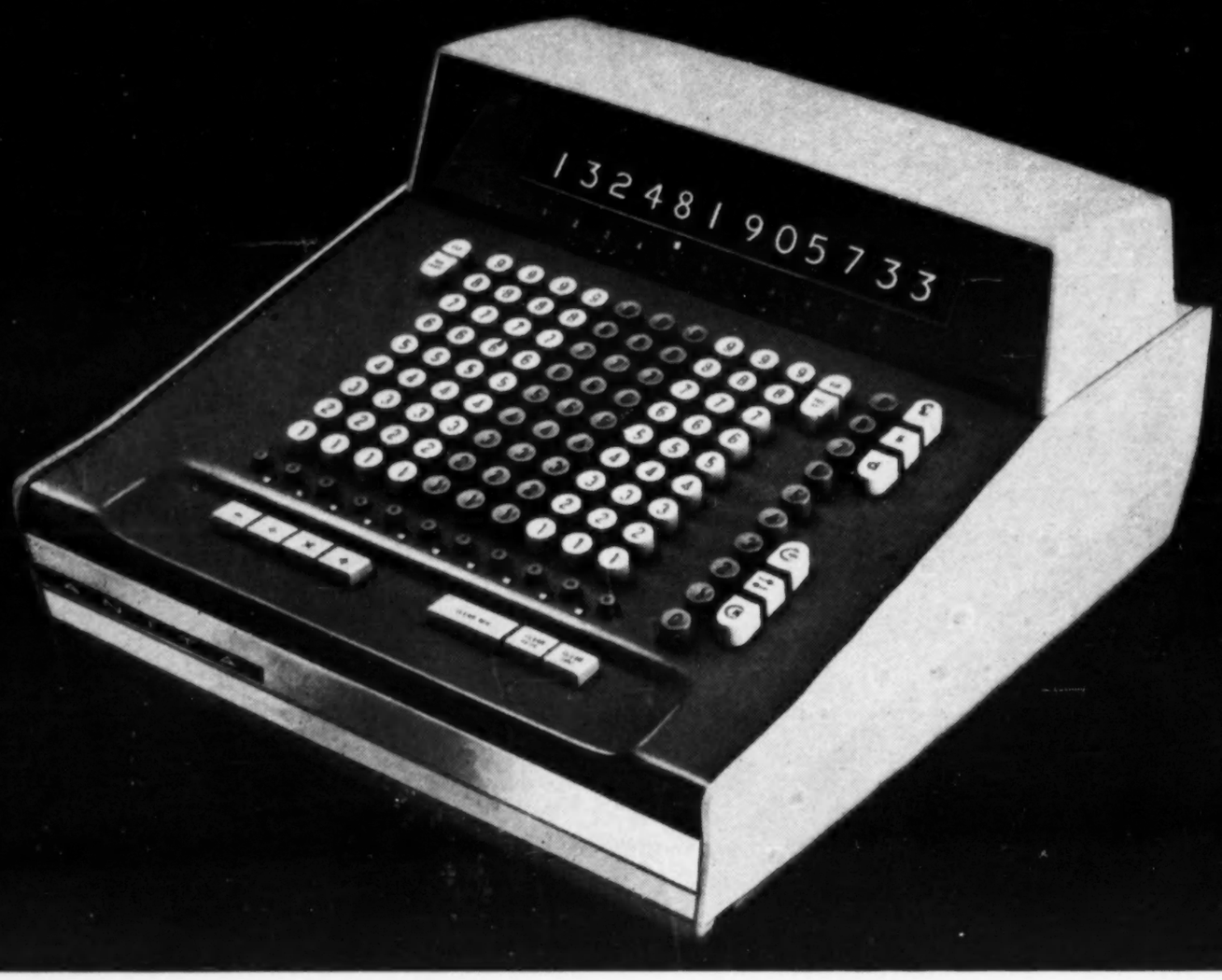

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VOLUME 190, NO. 3608, PAGES 1041-1112
13 MAY 1966
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £5 6*s.* 8*d.*

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Front cover photograph

British Mirrlees National diesel engine, valued at £75,000, one of five sold by Hawker Siddeley for installation in the power plant at Westfrob Mines (a subsidiary of Falconbridge Nickel Mines) in the Queen Charlotte Islands, British Columbia, being unloaded at Esquimalt Dockyard on Vancouver Island. There is no crane in Vancouver Harbour capable of lifting this 84-ton load. These giant diesels will then be towed singly in open scows for another 500 miles to their destination, where they will be skidded ashore.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 1s. 6d. (annual subscription £5 6s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast; or through any bookseller.

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Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

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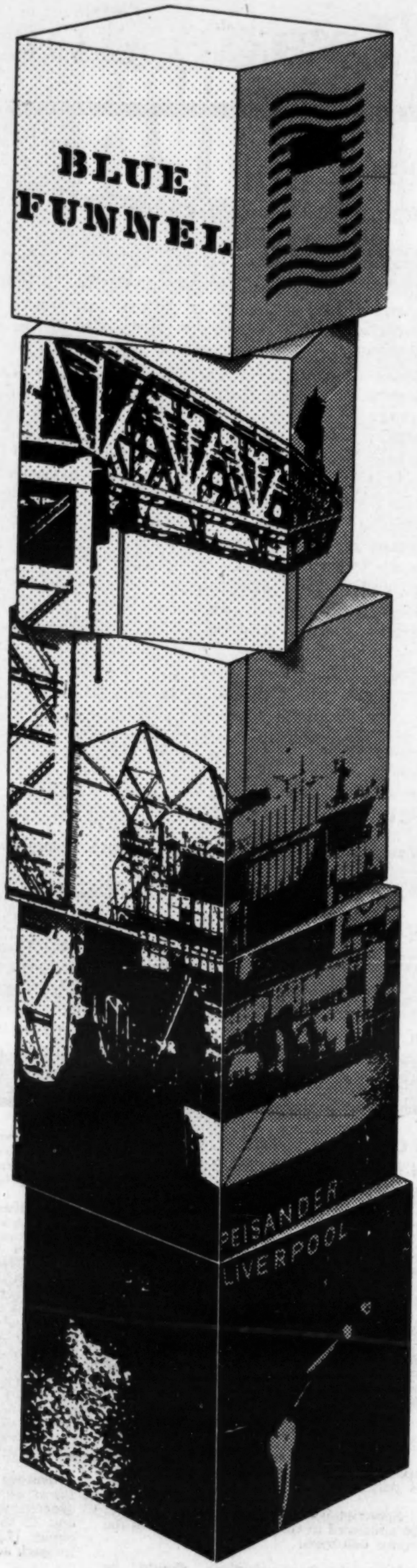
Orders for reprints should be addressed to the Director of Publications (P.12), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.



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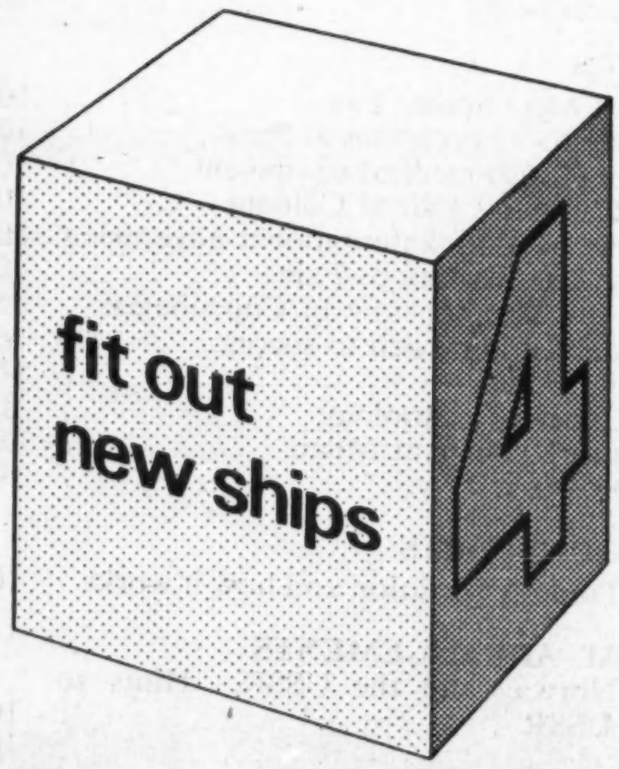


Growth of new industry and employment in development districts

The following article summarizes the results recently achieved in steering new industry and employment to Scotland, the North-east and North-west of England, Wales and the South-west

THE BOARD OF TRADE'S control of new factory building by industrial development certificates (I.D.Cs.) has been used in the congested areas to restrain excessive development and so divert it to the needy areas. Government-owned factories have been built on a large scale in the development districts themselves; the existing Board of Trade industrial estates have been developed and new ones launched; and assistance given to private industrial enterprises. A control of new office development has been applied in London and the surrounding area and in the Birmingham conurbation, to check the continued growth of offices in the area and thus to relieve congestion.

During 1965 a much larger share of the nation's new factory building than before went to the regions of the North and West and a smaller to the South and East. Scotland, Wales, the North and North-west together got 50 per cent of the new factory approvals in 1965 in terms of square feet, compared with only 39 per cent on average in the five years 1960-1964. These regions, now getting 50 per cent of the new factories, have only one-third of the working population. Meanwhile, the share of new factory approvals going to the three congested regions of London and the South-east, Eastern and Midlands, fell to 30 per cent of the national total in 1965, compared with 40 per cent in the previous five years.

The increase in new industrial building in other areas is given below:

Scotland: New factory approvals went up from an average of 5½ million sq. ft. in the five years 1960/64 to 11 million sq. ft. in 1965 – a rise of 100 per cent in the one year. This meant a rise from 9½ per cent to 18 per cent in Scotland's share of the national total.

Wales: the rise in terms of square feet approved was almost 50 per cent in 1965 compared with 1960-64.

Northern region: there was a rise of 17 per cent in 1965, compared with the average of the previous five years.

Northern Ireland: (where unemployment in recent years has averaged nearly 7 per cent) there was a rise of 40 per cent in 1965 in the new jobs offered by negotiations completed in the year for industrial development, compared with the three previous years.

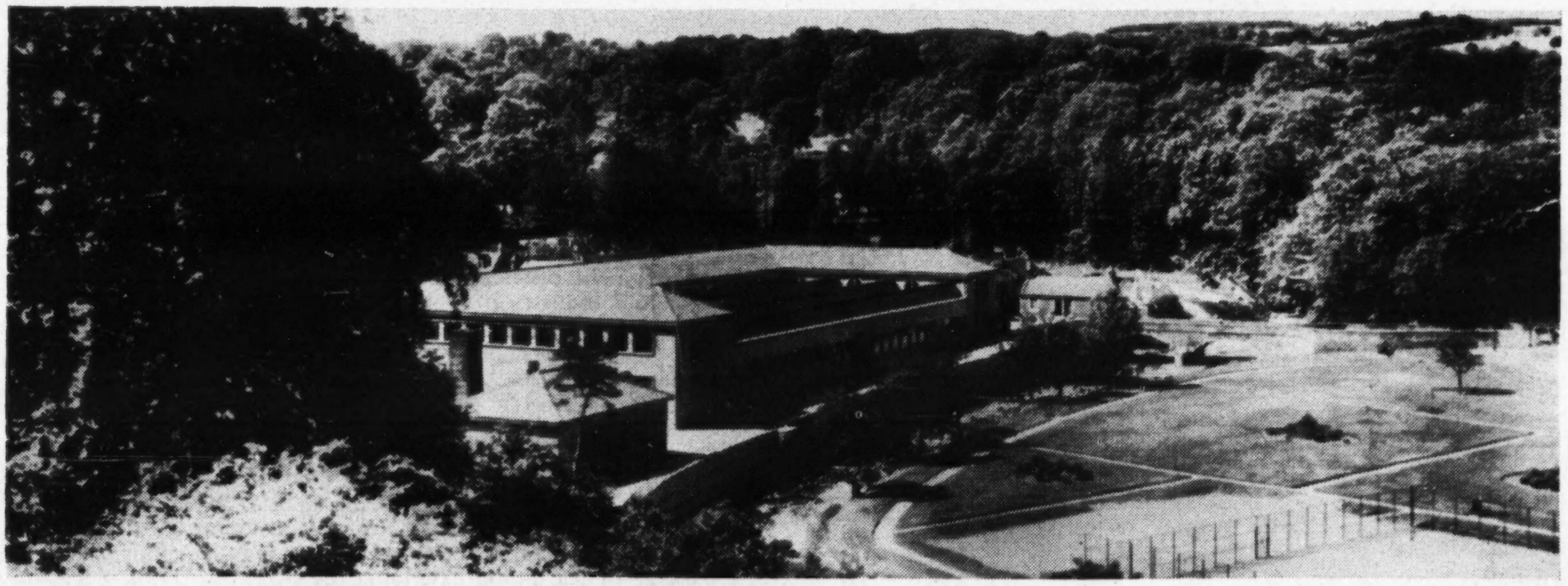
The total financial assistance offered by the Board of Trade to private industrial schemes in Development Districts rose from an annual rate of £30.2 million in 1960-64 to an annual rate of £41.3 million in April 1965-January 1966; and the employment estimated to be provided by the projects offered assistance in these periods rose from under 40,000 to over 90,000, both at annual rates.

Publicly owned and publicly financed factories on a large scale are also being planned or built by the Board of Trade in the areas needing them. Three programmes of advance factories have been launched during the past 18 months. The first two of these totalled 55 new factories altogether, 32 of them in coal-mining areas; a third programme, of 18 factories, was announced on May 9 (see page 1044) and is intended in large part to provide for areas where miners unable to accept redeployment in their industry may seek new jobs.

In England, Scotland and Wales altogether, 260,000 people are now employed in factories owned by the Board of Trade and totalling 57 million sq. ft. A further 2½ million sq. ft. is now under construction by the Board of Trade.

Development of existing Board of Trade industrial estates goes forward. Major new estates are also being constructed, including one of 100 acres at Bellshill in Lanarkshire and another of 350 acres on South Teeside. Land for further industrial development is being acquired at Kirkby near Liverpool (100 acres); at Llantrisant in South Wales (70 acres); at Falkirk (90 acres); at Cumnock (Ayrshire); and at Brandon and Byshottles in the Durham coalfield.

In addition, a large number of private industrial expansions are going forward in these regions with Board of Trade help. The Ford Motor Company have acquired a 600,000 sq. ft. Board



Factory occupied by John Skelton and Son Ltd. on individual site at Lesmahagow, Lanarkshire.

of Trade factory at Swansea, and are building up production towards a labour force of 2,000. Other large schemes include the Firestone Tyre and Rubber Company's 1,860,000 sq. ft. factory at Wrexham; 140,000 sq. ft. for ICI Fibres at Pontypool; 153,000 sq. ft. at Glenrothes; and 242,000 sq. ft. at Kirkcaldy, both for AEI; 300,000 sq. ft. for Hoover at Cambuslang; 400,000 sq. ft. for Foster Wheeler at West Hartlepool; 107,000 sq. ft. for Carrimore Six Wheelers Ltd. at Stanley; 663,000 sq. ft. for ICI at Ardeer, Ayrshire; 135,000 sq. ft. for Girling Ltd. at Bebington on Merseyside and 120,000 sq. ft. for Thames Board Mills at Workington. A large-scale office project to employ 1,000 is being started at Sunderland by the British and International Addressing Co. Ltd. These are only a few of the major new schemes bringing employment to these areas.

During the last year the support given by the Government to these expansions has been reinforced by a widening of the development district boundaries. All the industrial valleys of South Wales, and a number of coalmining areas in the North-east and Scotland have been included; so that Government help is now available in the coal areas which have been worst hit by pit closures. Altogether the working population covered by development districts has risen by about 440,000 during the last 18 months. All four Government industrial estates in South Wales are now within the development district boundaries.

At the same time the Government has been seeking wherever possible to locate its own industrial and office establishments in areas needing employment. The new nuclear reactor is to be constructed by the Atomic Energy Authority at Dounreay in the North of Scotland; the new Land Commission headquarters employing 250 at Newcastle-on-Tyne, and a division of the Department of Education and Science employing 600 at Darlington. It has been announced that four of the five main offices to administer the new investment incentives will be sited in Glasgow, Cardiff, Merseyside and Billington, thus continuing the policy of taking office as well as factory employment to those areas, particularly in the North and West, which need it.

By new legislation, shortly to be introduced, the Government intends to expand the development areas further so as to include nearly the whole of Scotland and Wales, the Northern region (including Cumberland), the whole Merseyside and Barrow industrial areas; Cornwall and parts of North Devon. In all these areas a 40 per cent Government grant will be payable for eligible plant and machinery in manufacturing and extractive industries and the other forms of benefit now offered in development districts – building grants, loans and tailor-made grants – will also be available. The purpose of the new policy will be to support the Government's wider regional policies and to give a powerful encouragement to the better geographical distribution of industrial growth.

The east factory of The British Crane and Excavator Corporation Ltd. (member of the Steel Group) at Sunderland. This factory was previously a shipyard, and after conversion was formally opened by Mr. Roy Mason, Minister of State, Board of Trade, on February 18. Over 50 per cent of the company's production of cranes is sold overseas.

The *Board of Trade Journal* will publish next week the first of a series of articles outlining the success stories of representative firms who have opened up factories in Development Districts in recent years.

Further programme of advance factory building

IN HIS SPEECH in the Budget debate in the House of Commons on May 9, Mr. Douglas Jay, President of the Board of Trade, announced the location of the 18 advance factories forming the programme outlined in the Government's statement of March 25. The factories in the new programme are located in existing development districts, mostly in areas where miners unable to accept redeployment in their industry may seek new jobs. The locations and sizes of the factories will be:

Location	Size (sq. ft.)
England	
Ashington	25,000
Blyth	25,000
Newburn-on-Tyne	25,000
Brandon	25,000
Crook	25,000
Scotland	
Lochgelly/Cowdenbeath area (two factories)	27,500 18,500
Leven	18,500
Sanquhar	18,500
Cumnock	27,500
Douglas	12,500
Wales	
Upper Swansea Valley (three factories, one at Abercrave)	25,000 10,000 10,000
Fforestfach	25,000
Maesteg	25,000
Rhondda	10,000
Merthyr	25,000

Notes:

This is the third advance factory programme announced in the last 18 months. It amounts to 378,000 square feet and is expected to cost about £1.6 million. The previous programmes were announced in November 1964 (29 factories 500,000 sq. ft.) and September 1965 (26 factories 375,000 sq. ft.).

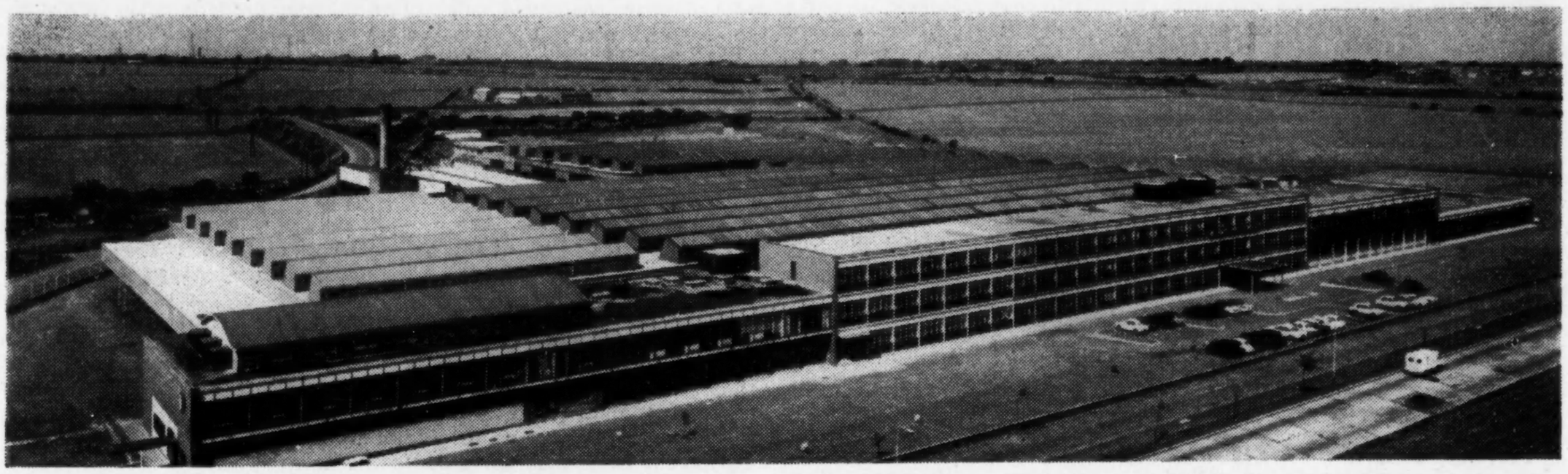
In preparing the programme the Board of Trade have taken into account the comparative needs of the various parts of the country, but the programme has been particularly directed to areas in existing development districts where miners unable to accept redeployment in their industry may seek new jobs.

All the factories will be built on sites providing room for extension so that the occupants' needs can be accommodated if they require more space.

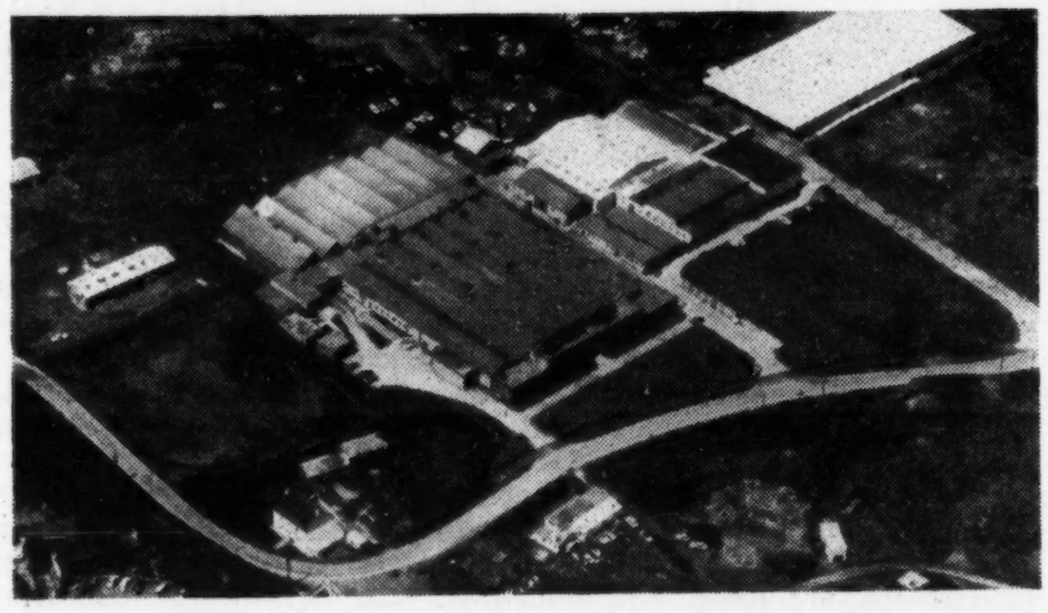
Factories in this programme should be ready for occupation about the middle of 1967 or later that year.

The problems of those areas which are not present in development districts but which it is proposed to include in the wider development areas described in the White Paper on Investment Incentives will be kept in mind during consideration of any further programmes of advance factories which may be undertaken after the passage of legislation extending the Board of Trade's powers to those areas.

Factories in Development districts

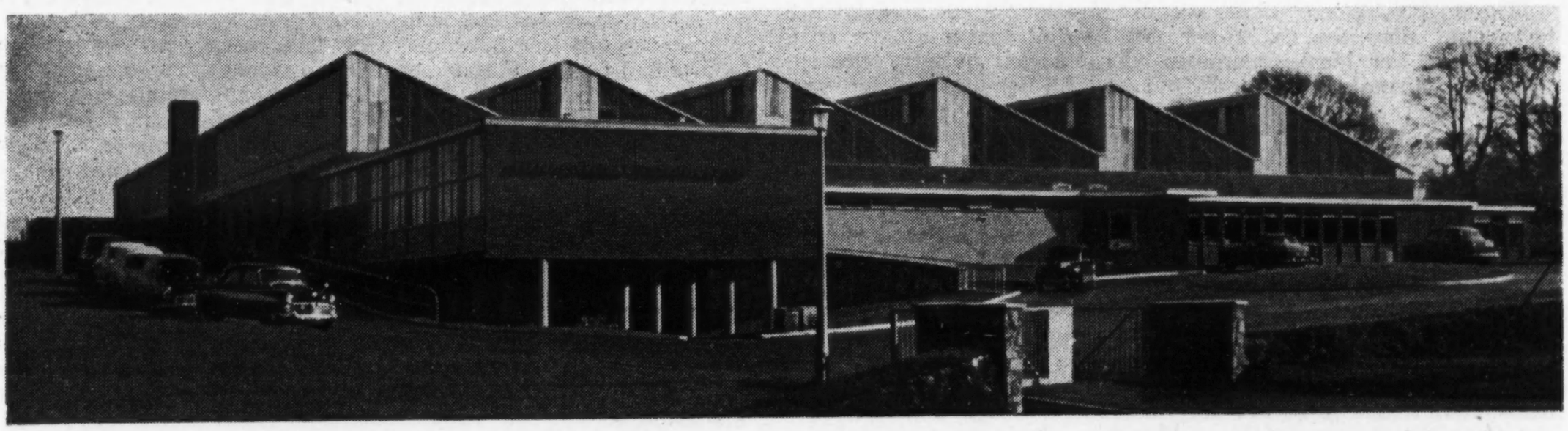


The George Angus factory near Newcastle-upon-Tyne.



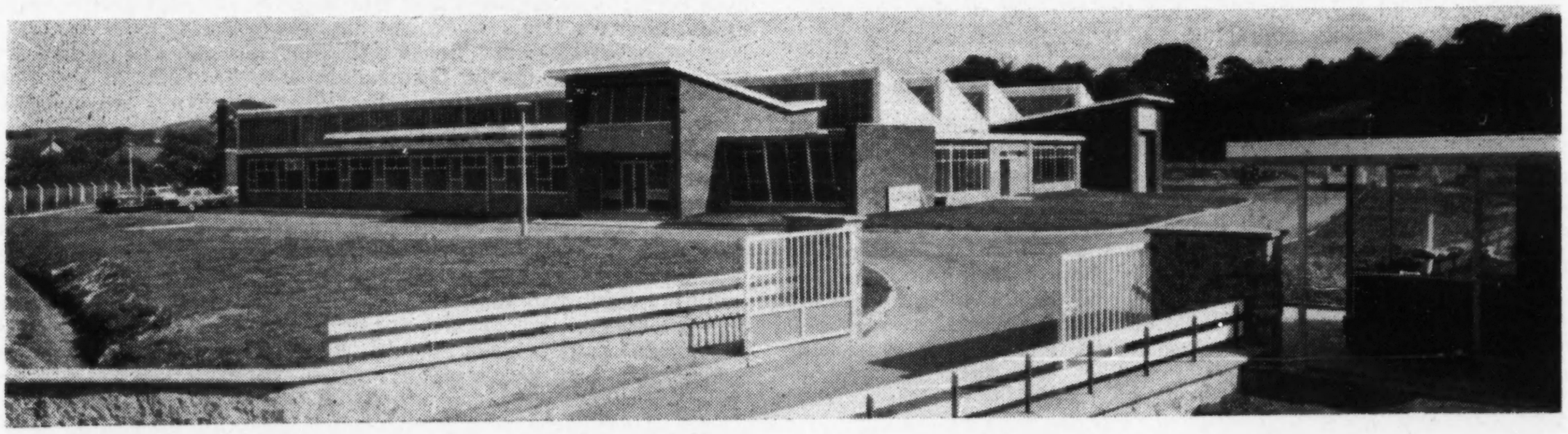
John Heathcoat and Co. Ltd.'s factory at Carn Brea, Redruth, Cornwall.

Fisher and Ludlow factory at Kirkby, Lancashire.



Above: Firth Cleveland Extrusions Ltd. factory at Pembroke Dock, South Wales.

Below: Ega Electric Co. Ltd. factory at St. Asaph, North Wales.



Points from the Budget

'A STRONG POUND, a steadily growing industrial strength and full employment' were the triple objectives stressed by Mr. James Callaghan, Chancellor of the Exchequer, in his Budget statement to Parliament on May 3.

Import surcharge to end in November. As stated in last week's *Board of Trade Journal*, the Chancellor announced that the temporary import charge would end in November. 'Taking all the factors into account, including the direct attack we shall be making on the balance of payments, the Government have concluded that we shall be able to do without the import charge from November next,' he said. 'It will accordingly lapse at that time. Until then it will remain at the existing level of 10 per cent.'

Other Budget points in the Board of Trade field of interest included the following:

Selective Employment Tax. The Chancellor announced the introduction of a system to be called the Selective Employment Tax that would tax employment in services and construction but lessen the cost of employment in manufacturing.

The scheme is outlined in a White Paper published after the Chancellor's statement. (Cmnd. 2986, price 1s. 6d.).

The Chancellor said: 'The rates of tax will be 25s. a week for men, 12s. 6d. for women and boys, and 8s. for girls. The Committee will notice that the relationship between the rates of tax for different classes of worker will be totally different from National Insurance contributions. They have been calculated in the light of the relationship between average earnings of men, women, boys and girls.

'In order to provide the benefit I seek for manufacturing, I further propose that manufacturing employers should get back more than they pay in tax. This will be done by paying to manufacturing employers what I propose to call premiums. These will be approximately 30 per cent higher than the tax the employers have borne. In respect of each individual employed by a manufacturer the rate of the premium will be 32s. 6d. a week for men, 16s. 3d. for women and boys, and 10s. 6d. for girls. In other words, the manufacturer will pay 25s. a week tax for men and get back 32s. 6d. Here again we shall use existing machinery; the premiums will be paid through the Ministry of Labour offices.

'The financial effects of the tax on Government employment will be neutral since the Exchequer will be both payer and receiver of the tax. For local government, nationalized industry and for transport undertakings generally the cost will be offset, but no more than offset, from the Exchequer. For agriculture the effect of the tax on industry will, so far as practicable, be offset through the normal machinery of the Annual Review.

'To sum up the scheme, employers will pay the tax – but not their employees. The self-employed will be excluded from the tax. Employers who pay the tax are divided into three broad groups: first, those in manufacturing industry who will get the premium; the second group will comprise employers who will get refund of the tax but nothing more – for example, transport undertakings; the third group, of services and construction, will pay the tax but will get no refund.'

(*The President referred to the new tax when he addressed the distributive trades conference on May 8 – see this page – and in his speech in the Budget debate on May 9.*)

Construction industry. While the Selective Employment tax would apply to construction in the same way as services, the industry would be included within the benefits of the investment grants system, thus encouraging it to make use of more up-to-date equipment. (*A reference to this will be found in para. 3 of 'Industrial Development Bill Published' on page 1047 of this issue.*)

Investment in Sterling Area. The Chancellor called for voluntary action during the next year or two to slow down the flow of investment from the United Kingdom to the principal countries of 'the developed Sterling Area', namely, Australia, New Zealand, South Africa and the Irish Republic. He asked all companies and firms with plans for investment in these countries to consider whether they could postpone them for the time being and to make every effort to finance projects from local sources of capital rather than from this country. Companies which desired to proceed, despite these considerations, were invited to submit their schemes to the Bank of England.

ECGD facilities for importers. The Chancellor said that in 1966, as last year, we could look forward to a good increase in exports since world trade should again be rising well. The President of the Board of Trade would later announce further improvements in Export Credits Guarantee Department facilities for exporters. (*See announcement 'ECGD Premiums Cut' on next page of this issue.*)

(*The Budget statement and the first of the five days' debate on it is given in* Hansard *of May 3, cols.* 1429-1562.)

Distributive trades and the Selective Employment Tax

MR. DOUGLAS JAY, President of the Board of Trade, spoke about the new Selective Employment Tax on services when he addressed the Distributive Trades Economic Development Committee conference in Brighton on May 8.

'I am afraid there is no escape from the fact that extra purchasing power has to be diverted to the Exchequer this year if we are to keep excessive imports down and continue the very encouraging rise in exports achieved in the last 18 months,' he said. 'With the import surcharge disappearing in November – and I haven't heard that anyone wants it to continue – and international debts to repay, we cannot allow excessive purchasing power in the home market to hold back exports or stoke up imports too quickly.'

The reason the Chancellor had chosen to put the load rather more heavily on services than on goods was not in the least because the Government failed to appreciate the value of the distributive trade, or of commerce and the professions.

The reason was that at present the public spent about £6,000 million a year on goods, excluding the cost of their distribution, but including about 40 per cent in taxation. On services (even excluding passenger transport), they spent £7,000 million a year and only paid 1 per cent in taxes. This was a remarkable and violent distortion in our tax system, which artificially pushed consumers' choice and manpower towards services rather than goods.

'What the Chancellor has done is to go some way to correct this balance,' the President said. 'All of us who work outside the field of manufacture must also remember that British manufacturing industry is bearing the main burden of exporting and competing in overseas markets. Those are the main arguments for the Chancellor's new tax; but about the details there will doubtless be a lot more discussion. The end is not yet.'

It was mainly for those reasons and because investment in manufacture had been disappointingly low in recent years compared with distribution, that the Government were confining the new investment grants to the manufacturing and extractive industries. But it was just because they did recognize the importance of modernizing the distributive and other trades as well, that they had raised the initial allowance to 30 per cent for plant and machinery invested in these trades. He pointed out that, in addition, computers would attract investment grants for whatever business purpose they were used, including that of distribution.

As the sponsoring department in the Government for the distributive trades, the Board of Trade were anxious to see that these tax facilities were fully used to promote the efficiency of distribution, because it was vital to our economy. The Board regarded their sponsoring function as one of helping rather than controlling the industry.

Mr. Jay suggested that, the 'little Neddy' was most valuable since there were common interests in the distributive trade, as well as common duties to the public, which could usefully be expressed by a central spokesman. Views and suggestions could also be transmitted both ways.

After referring to the Board's responsibilities in the field of distribution – the Census of Distribution and the work of the Consumer Council among others – the President said: 'I am delighted to see that the EDC has been thinking how distributors might help domestic manufacturers to compete more effectively with imports. If we are to overcome our balance of payments troubles finally and decisively, we have got to save imports as well as promote exports. Anything that retailers can do to persuade manufacturers to supply what the public really wants will be of very practical help.

'I have been encouraged, too, in the past 18 months to see what some of our distributors, who have sufficient resources, have been doing to sell direct exports themselves. Direct exports are now being successfully stepped up by distributive firms who either manufacture their own goods or have goods made to their own design

for sale under brand name overseas. Some retailers have their own retail outlet abroad or links with overseas companies or groups who sell British goods directly on the spot.

'I have seen some highly encouraging examples of this very simple but very successful export of British goods by British retailers in most of the British Weeks and exhibitions overseas which I have visited in the last 18 months. I know no reason why other successful retailers should not go into this business, and mail order business too – in which this country is a highly successful pioneer – and the Board of Trade will be delighted to give all the information and help it can to anybody who wants to chance their arm. Sales to overseas visitors in this country are another valuable source of foreign exchange.'

Emphasising the practical methods by which the distributive trade could contribute to the export campaign, the President reminded the conference that the Government now offered a very wide range of services to exporters, including information about local markets overseas for a particular product, introduction to potential buyers, help in arranging overseas visits – including financial help in some cases – reports on overseas firms, information on tariffs and advice on advertising overseas. 'We are here to help; and I believe that we have so far only scratched the surface of this type of opportunity to sell abroad,' he added.

Industrial Development Bill published

IN THE QUEEN'S SPEECH, the Government re-affirmed their intention to promote a more positive system of investment incentives to improve the efficiency of those parts of the economy which contribute most directly to the balance of payments, and to encourage development in the parts of the country where it is most needed. The Industrial Development Bill, which seeks to carry this intention into effect, was published on May 6. It follows the proposals outlined in the White Paper 'Investment Incentives' (Cmnd. 2874) published earlier this year which explains the background to the measures incorporated in the Bill. In addition the Bill contains provisions to strengthen the industrial development certificate control.

The Bill is in four parts. Part 1 deals with the provision of investment grants at 20 per cent generally and 40 per cent in development areas, Part II with other arrangements for the new wider development areas, Part III with Industrial Development Certificates and Part IV with grants for fishing vessels.

Part I provides for the payment of cash grants towards approved capital expenditure in providing new machinery and plant for use in Great Britain for carrying out qualifying processes in the manufacturing and extractive industries. Following the Chancellor's Budget statement, the construction industry will be added. The necessary government amendments to cover the construction industry will be tabled during the passage of the Bill through Parliament.

Provision is also made in Part I for grants to be made on plant and machinery used for scientific research relating to a qualifying process and for the exploration for and extraction of minerals, oil and natural gas e.g. in the North Sea. Storage, packing and repair activities incidential to qualifying processes are also covered. Part I also provides for the eligibility of computers, hover vehicles, hired assets and ships, subject to specified conditions.

Payment of grant is not dependent on whether the asset was made in Britain or abroad; however, except for ships, the asset must be provided for use in Great Britain.

The public bodies listed in Schedule 2 are not generally eligible for plant and machinery except for their ancillary manufacturing activities but they will qualify for grants for the acquisition of ships, computers and hover vehicles.

Special provision is also made for the production of prototypes in the course of scientific research related to a manufacturing process. Clause 6 empowers the Board to vary the rate of grant and the range of eligible assets. Part I also specifies conditions and penalties and provides for the establishment of Advisory Committee on the administration of the investment grants scheme.

Part II of the Bill empowers the Board of Trade to establish development areas where special measures are necessary to encourage the growth and proper distribution of industry. In selecting them the Board are required to have regard to all the circumstances actual and expected, including the state of employment and unemployment, population changes, migration and the objectives of regional policies. The 10 per cent plant and machinery grants under the Local Employment Act are withdrawn and replaced by the new investment grant of 40 per cent given without reference to the provision of employment. The Board will, however, continue to provide premises, building grants and general grants and loans to undertakings providing employment. There are provisions for the extension of development area benefits to certain overspill areas.

Building grants will continue to be given at 25 per cent. Where the Board of Trade consider that a new undertaking established in a development area justifies special assistance the rate will be 35 per cent. (Firms renting Board of Trade factories in such circumstances will be given a rent-free period.) Special provision is made to enable the Board of Trade to give a building grant to less than the full rate, where the employment provided is insufficient to justify the full rate. Under existing powers no grant is payable in such circumstances. Clause 16 allows the Board, on the advice of its independent Advisory Committee (BOTAC), to offer assistance to undertakings in development areas by subscribing for shares or stock or by offering a loan with an option to convert into an equity.

The powers for the development or improvement of derelict land and for giving assistance towards the provision of basic services are no longer confined to the provision of employment but can be exercised where they contribute to the development of industry in a development area.

Part III of the Bill provides for the extension and strengthening of the Industrial Development Certificate control. The control will be extended to all buildings to be used for scientific research by commercial and industrial firms. Many are already within the control i.e. those where the research is to be directly linked with the making of specific articles. Powers similar to those obtained last year for offices will be taken to issue industrial development certificates subject to conditions.

Fishing vessels, unlike ships generally, will not be eligible for investment grants but will receive grants under previous fisheries legislation, amended by Clause 26 of the Bill. The maximum grants will be increased from 25 per cent to 35 per cent for deep sea vessels and from 30 per cent to 40 per cent for in-shore vessels.

Copies of the Bill can be obtained from HMSO and branches, (No. 12, price 3s.).

ECGD premiums cut by average of 15 per cent

SPEAKING IN THE BUDGET DEBATE on May 9, Mr. Douglas Jay, President of the Board of Trade, announced cuts in the premium rates of the Export Credits Guarantee Department averaging about 15 per cent. The cuts, which follow a 10 per cent cut a year ago, are made with the advice of ECGD's Advisory Council, and will operate immediately in the case of business underwritten individually, and from the beginning of June for short-term Comprehensive business.

Although the cuts will average 15 per cent ECGD has taken the opportunity to adjust premiums as between one risk and another in the light of up-to-date experience. For example, rates for the best markets are already very low and there has been a relatively high incidence of insolvencies and default; rates for them (and for sales in the United Kingdom for subsequent exports) will be reduced by only about 5 per cent. Rates for Comprehensive business on terms longer than six months, which has been particularly favourably treated in the past, will not be cut in these markets and will be cut by about 10 per cent in other markets.

External merchanting trade in non-British goods, which was excluded from last year's cuts, will again be excluded. This arises not from any policy considerations of the relative value of this form of trade, but simply from ECGD's experience of claims losses, which have been barely covered by current premium after allowing for costs of administration. Nor will there be any reduction in the rates for shipbuilding where a ship mortgage is provided as security, since these rates are already extremely favourable.

The charges for most supplementary guarantees to banks for the financing of sales on credit underwritten individually are also being reduced. Last year all rates for these guarantees were halved, to 2s. 6d. per £100 per annum; this basic rate will remain but in future the maximum charge for any of these guarantees will be 5s. per £100.

Mr. Jay said that these reductions, expected to cost something over £1 million a year, are made possible by the continuing rise in the volume and spread of ECGD business. The Department, he said, had now invited applications for the new short-term guarantees to banks from over 600 policyholders with exports totalling some hundreds of millions a year.

'Good design needs practical application'

– HRH Prince Philip

'THE AWARDS organized by the Council of Industrial Design are to promote an awareness of good design to spread through manufacture, packaging, display of goods and material in shops, offices and schools and the design of companies' publications, stationery and in fact all the equipment which is seen by the public at large as well as things used only by employees.' This was said by HRH Prince Philip, Duke of Edinburgh, after he presented the 1966 Design Centre Awards and his own Prize for Elegant Design at the Music School of George Watson's College, Edinburgh, on May 6 (see last week's *Journal* page 985). Speaking at the lunch given

April 26 was the tenth anniversary of the opening of the London Design Centre by HRH the Duke of Edinburgh. Since then nearly eight million people have visited the Centre, an average of more than 2,500 a day. This photograph shows Sir Gordon Russell (right), who was Director of the Council of Industrial Design in 1956 and responsible for planning the Design Centre, examining same new Terylene curtaining in the Centre with Mr. Paul Reilly, present Director of the CoID.

by the Merchants' Company of Edinburgh – of which he is Master – in the school, he said: 'Good design is not the application of aesthetics when you feel aesthetically inclined, it also needs heavy practical application. All companies in my experience have a recognizable style and if companies acquire this style by chance it is usually bad and recognizable as bad.

'The companies with good style have invariably an interest in good design and a knowledge of how to use it. The hard-headed approach to business and the idea that anything that cannot be seen or earn money is a waste of time and the idea that where there is muck there is brass, is quite understandable and this leads to one vital point that people, especially overseas, are impressed by the style in which companies set about their business . . . the whole style of the company and not just little bits and pieces.

'In terms of hard cash it is difficult to say what good design means, Design Centre activities and the Design Centre Awards and the effort that is put on the whole standard of design in the country.

'But I hope that this excursion here today – this whole business of encouraging better design standards – will draw attention of all Scottish manufacturers and business premises and people to the subject of design and I hope that it will be talked about and that it will become a much more important factor in their businesses.

'I think that the members of Merchant Company will set the pace and by their style set an example to the rest of Scotland.

'Finally, one word of thanks to the winners of today's awards. I hope that you will look upon them as an encouragement for future activities and that you won't mind that they have been made part of a gigantic gimmick to spread the awareness of good design all over the country.'

An address on Design and the Computer was given by Mr. F. D. Denny, deputy director of the Ministry of Technology's National Engineering Laboratory.

Eleven products have won Design Centre Awards this year, the tenth and last year of the series. The CoID have decided to extend its awards scheme from 1967 onwards to include engineering equipment and capital goods, and the selection committee reported that it was glad to find several products with technical or engineering interest coupled with high standards of industrial design. In addition to those illustrated last week (page 985) the following products also won awards: the Hotpoint 'Automatic 1501' washing machine; Allgood's range of architectural ironmongery 'Modric'; a fluorescent desk lamp made by Best and Lloyd Ltd.; a range of Govancroft's 'Hamilton' stoneware; individual hotplates made by Simplex Electric Co. Ltd.

Britain ready to enter EEC

– Mr. George Brown

'FIRST OF ALL I want to make it quite clear that Britain stands ready to enter the European Economic Community provided that our essential interests are safeguarded,' said Mr. George Brown, First Secretary of State, in a speech at Stockholm on May 6.

'I have already said that the political will to join the Community exists in Britain today. We want to join not only because of the benefit that membership would bring both to Britain and to the Community, but also because we believe that the creation of a wider Common Market would greatly reinforce the impulses working towards the goal of European unity. The question then is not whether we should join the EEC, but when, and on what terms.'

EFTA Ministerial meetings in Bergen

THE EFTA Council and the Joint Council of Finland and EFTA are meeting at Ministerial level in Bergen, Norway, on May 12 and 13. Mr. Käre Willoch, Norwegian Minister of Trade and Shipping, is in the chair. The United Kingdom is represented by Mr. George Brown, First Secretary of State, Mr. Douglas Jay, President of the Board of Trade and Mr. George Thomson, Chancellor of the Duchy of Lancaster.

The Ministers are discussing the full range of EFTA business, including the development of EFTA co-operation and the external relations of the Association.

The full text of the final communique will be published in the *Board of Trade Journal* next week.

Danish complaint on United Kingdom cattle exports

THE EFTA COUNCIL has considered the Danish complaint regarding United Kingdom cattle exports to the German Federal Republic. Acting under paragraph 3 of Article 31 of the convention, the Council agreed that it had not been established that an obligation under the convention had not been fulfilled or that any benefit conferred by the convention or any objective of the association had been frustrated, and agreed that a formal recommendation under that paragraph of the article was not called for.

The members of the Council considered that, given the developments on the German market, Danish interests may suffer damage, and therefore deemed it desirable in the wider interest of EFTA co-operation that the Governments of Denmark and the United Kingdom pursue the matter with a view to finding a solution acceptable to both of them.

Opportunities in EFTA

IN THE ARTICLE 'Opportunities in EFTA' in last week's issue, the reference to Finland (second line from bottom of page 981) which read 'reduction *of* 20 per cent of the base date tariff was made on December 31, 1965, and the next reduction *of* 10 per cent will be' should read 'reduction *to* 20 per cent of the base date tariff was made on December 31, 1965, and the next reduction *to* 10 per cent will be'.

Overseas Trade Ministers see President

M. DE CHAMBRUN, French Secretary of State for Foreign Trade, who visited London last week to address the French Chamber of Commerce, called on Mr. Douglas Jay, President of the Board of Trade, on May 5. He discussed with Mr. Jay a number of matters connected with Anglo-French economic relations.

Mr. Ghulam Faruque, Minister of Commerce, Pakistan, saw the President on May 10 for a general discussion on trade relations between the two countries in the course of a four-day visit to London.

M. Frantisek Hamouz, the Czechoslovak Minister of Foreign Trade, visited the United Kingdom between April 25 and 30. He is seen here visiting the Kilmarnock factory of Glacier Metal Co. Ltd. From left to right are: Mr. P. P. Love, managing director; M. A. Novotny, Personal Secretary to the Minister; M. Hamouz; M. Hyrsl, an official of the Czechoslovak Embassy in London; and a representative of Glacier Metal Company.

Lord Erroll, new President of London Chamber of Commerce

AT THE Annual General Meeting of the London Chamber of Commerce held on May 10, Lord Erroll of Hale was elected to succeed Lord Verulam as the Chamber's President. As Frederick Erroll, he was MP for Altrincham and Sale from 1949 until 1964 when he was created a life peer. Lord Erroll was President of the Board of Trade 1962-63 and was Minister of Power 1963-64. He was also a member of the National Economic Development Council.

His first task as President will be to lead the London Chamber Trade Mission to Russia which leaves on June 6.

Scottish trade mission to Switzerland

LORD CLYDESMUIR, the new chairman of the Scottish Council (Development and Industry) is to lead the Council's trade mission to Switzerland from May 22 to 28.

A remarkably diverse range of products will be offered by the group of businessmen taking part in what is the Council's first trade mission to this country. All those taking part are of director level or who have executive authority to take on-the-spot decisions.

Slough industrialists for Moscow

SLOUGH Chamber of Commerce have arranged for a 14-strong trade mission to visit Moscow at the end of May. The mission includes managing directors and export managers and will be led by Mr. J. A. Mackenzie of R. P. Scherer Ltd. This is the second mission that the Chamber have organized to Eastern Europe, the first being to Prague last year.

Exports to Canada

ADDRESSING the Canadian Chamber of Commerce in London on May 5, Mr. Peter Allen, chairman of the British National Export Council's Committee for Exports to Canada and deputy chairman of ICI Ltd. spoke of Britain's increasing share of sales in the Canadian market. 'By 1968' Mr. Allen said, 'I have every hope that our exports to this market will have increased by 35 per cent over the 1964 figures.'

After speaking of the Canadian economy, Mr. Allen said: 'We have had a deficit with Canada for a hundred years now, but in the last nine months things have taken a distinct turn for the better, both in the absolute amount of British sales to Canada, in the balance of trade between the two countries and in the percentage increase which our trade figures have shown in this period.'

The figures were encouraging for they showed that since the beginning of last July our export sales were up by almost £30 million compared with the corresponding nine months a year earlier, an increase of no less than 21.7 per cent.

'Export' hospital to be sited in Reading

THE MINISTRY of Health has announced that, following representations by the British Hospitals Export Council, a hospital building project designed to help the export drive is to be built in the Oxford region. The British Hospitals Export Council exists to promote the export of British expertize in hospital design, construction and equipment by helping British firms enter this field.

After consultation with the Regional Hospital Board it has been agreed that a site adjoining the Battle Hospital at Reading which is convenient to London should be chosen for the project. The intention is that a number of consortia of architects, consulting engineers, building and civil engineering contractors and equipment suppliers should be invited to submit proposals for the design, construction and equipment of a project to meet the requirements of the Board. The completed building will serve to demonstrate their joint capabilities and be a 'shop window' for the export trade. There is no comparable demonstration building anywhere in the country at the present time and the need is widely recognized.

Export of horses and ponies

THE MINISTRY of Agriculture, Fisheries and Food announce that in future, with certain exceptions, it will be illegal to export horses or ponies unless they have been seen by an official veterinarian and certified fit to travel. This is the result of Orders which have been made by the Minister of Agriculture, Fisheries and Food and the Secretary of State for Scotland. They are the Export of Horses (Veterinary Examination) Order, 1966, the Export of Horses (Excepted Cases) Order, 1966, and the Exported Horses Protection Order, 1966, and they will come into operation on June 15, 1966.

£10,000 to stimulate interest in careers in technology

A GRANT of up to £10,000 has been made by the Ministry of Technology to the British Association for the Advancement of Science to meet the cost of a programme of events, during the next year, planned to stimulate interest in technology as a career.

The programme will be in the form of science fairs, science-in-schools exhibitions, lectures and conferences throughout the country. It will include 500 individual lectures, in various towns and cities, and five science fairs – sponsored by the Association at which interested bodies such as local schools, industry and technical colleges will be invited to arrange displays – in Manchester, Blackburn, Norwich, Brighton and Nottingham.

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the* Board of Trade Journal *of March* 18.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand. Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed. Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 27, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.06	1:1:3-Tri-(5-*tert*butyl-4-hydroxy-2-methylphenyl) butane-toluene complex	Tris(2-methyl-4-hydroxy-5-*tert*-butylphenyl)butane	December 31, 1966	6844
29.16	2-Hydroxy-*m*-toluic acid (—COOH = 1)	2-Hydroxy-*m*-toluic acid	December 31, 1966	6190
29.23	*N*-Ethyl-*N*-2-hydroxyethyl-*m*-toluidine	N-Ethyl N-hydroxy ethyl m-toluidine	December 31, 1966	6859
29.25	*N*-5-Chloro-2-(4-chloro-2-sulphophenoxy)-phenyl-*N*¹-3:4-dichlorophenl-urea	As in previous column	December 31, 1966	6860
29.25	*sym*Dimethylurea containing not more than 0·005 % by weight of iron calculated as Fe	*sym*Dimethylurea, pure	December 31, 1966	2815
29.25	Metoclopramide *mono*-hydrochloride	Metoclopramide (4-amino-5-chloro-2-) methoxy-benz - (2-diethylamino-ethyl)amide monohydro-chloride	December 31, 1966	6858
29.31	Di-(6-hydroxy-2-naphthyl) disulphide	2:2-Dihdroxy-6:6-dinaphthyl disulphide	December 31, 1966	1083

Improving safety of passenger ships against fire

AT THE Maritime Safety Committee held in London recently, the United Kingdom delegation made the following statement: 'The United Kingdom Government is no less concerned than the Government of the United States that standards of protection of passenger ships against fire should be as high as possible. We are concerned not only because British passenger ships are engaged in international voyages in every part of the world; but also because our people travel by sea in very large numbers both on regular passenger services and on cruises and look to their Government, as they are entitled to look, to ensure that the ships in which they travel are safe. The tragic loss of the *Lakonia*, most of whose passengers were British, and other more recent disasters have made a deep impression on public opinion in this country and on Parliament. The United Kingdom Government therefore welcomes the initiative of the Government of the United States in proposing a special study of this problem in IMCO.

'The Committee will be aware from the document that we have submitted that the Government of the United Kingdom is not convinced that the specific measures proposed by the Government of the United States would make the best contribution that can be made to the protection of passenger ships against fire. I think that I ought to say at this early stage of the Committee's discussions that we are not convinced that Method I as defined in the Safety Convention of 1960 should become mandatory for all new passenger ships. My Government would also find it difficult to accept in their present form some of the proposals for improving the safety of passenger ships which the Government of the United States has put forward. Having said that, I should like to assure the Committee, and the United States delegation in particular, that the United Kingdom delegation agrees that the provisions of the Safety Convention of 1960 as regards fire protection and extinction measures in new passenger ships ought to be reviewed and that we intend to pay a full and, we hope, a helpful part in this review. We believe also that we may be able to offer some constructive suggestions for improving the safety of the older passenger ships in view of our considerable experience. This in our view is the most urgent problem.

'It may be that we shall not be able to solve every problem during the present session of the Committee but given the willingness to co-operate and to be constructive which has always been a feature of this Committee the United Kingdom Government believes that valuable progress can be made.'

'Call Export Intelligence'

We can help you profit from new markets overseas
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

A NEW phase of the Board of Trade's 'Call Export Intelligence' campaign opened in the week beginning April 18. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign continue to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements are appearing in national papers, three Sunday papers, the London evenings, some magazines and the *Board of Trade Journal*. Since the campaign started, nearly 11,600 inquiries have been addressed to Export Intelligence offices in London and other parts of the country as a direct result of advertising.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licencees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Telephone Numbers:

at HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade have considered the following mergers:

1. Turner and Newall Limited and Engineering Components Limited.
2. Swan Hunter and Wigham Richardson Limited and Smith's Dock Co. Limited.
3. John Dickinson & Co. Limited and E. S. & A. Robinson (Holdings) Limited.

The Board of Trade, on the information at present before them, announce that it is not their intention to refer any of these mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

Notes:

The Monopolies and Mergers Act, which came into force in August 1965, enables the Board of Trade to consider mergers which either create or intensify monopolies, or involve the taking over of assets which exceed £5 million, with a view to deciding whether there is, *prima facie*, sufficient risk of detriment to the public interest to justify a reference to the Monopolies Commission for further investigation and report.

Until now the Board of Trade have publicized their decisions only in those cases where a merger has been referred to the Monopolies Commission. In fact, of the 72 proposed and actual mergers, within the scope of the Act, which have been considered so far by the Board of Trade, only three cases have given rise to references to the Monopolies Commission.

In order to make available a more balanced picture of the way in which the Board of Trade have discharged their responsibilities under the Act, it has now been decided to publish their decisions in all cases which have not been put to the Board on a confidential basis. This announcement is the first under this new procedure.

72,500 foreign visitors came to Britain in February

NEARLY 72,500 foreign visitors came to Britain in February – 4,500 more than in the same month last year, according to the British Travel Association, Britain's official tourist organization.

The February arrivals brought the total number of foreign visitors to Britain in the first two months of this year to more than 151,000 – a rise of 13,000 (10 per cent) over the same period in record-breaking 1965.

Visitors from European countries in February numbered 47,000, compared with 46,000 in February last year. They brought total European arrivals in the first two months to 99,000 – an increase of 7,000 (8 per cent) on the period.

Numbers of visitors from the United States in February increased by 3,000 to 19,000 – bringing total United States arrivals in the first two months of the year to 38,000, which represented a rise of 6,000 (16 per cent) over the same period of 1965.

A spokesman for the British Travel Association said that final details of the numbers of arrivals from British Commonwealth countries during the first two months of this year were not yet available. It was estimated that these were also considerably higher than in the same period of 1965.

'Tourism in Britain' study course

THE DEPARTMENT of Hotel and Catering Management of the proposed University of Surrey is co-operating with the British Travel Association, Britain's official tourist organization, to stage a five-day study course on 'Tourism in Britain' from January 2 to 6, next year. The course follows two similar courses staged with success by the British Travel Association in 1964 and 1965. It will be designed primarily for executives in the first ten years of their careers who might be expected eventually to occupy senior management positions.

The course will be a full-time residential course and members will be accommodated in the Richmond Hill Hotel, Richmond, Surrey. Inclusive fee will be £27.

All inquiries concerning the course should be addressed to Philip Nailon, Department of Hotel and Catering Management, Proposed University of Surrey, Battersea College of Technology, London, S.W.1.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	April 18, 1966	
833,547	County Commercial Cars Ltd.	Endless tracks for vehicles.
845,666	US Atomic Energy Commission	Cooling and moderating neutronic reactors.
865,011	US Atomic Energy Commission	Separation of protactinium from a solution of neutron-irradiated thorium.
893,248	Institut de Recherches de la Siderurgie	Method of measuring the rate of flow of a pulverulent material suspended in a fluid.
902,786	US Atomic Energy Commission	Nuclear reactor control element.
911,168	Grospas, Pierre	Impact drilling apparatus.
932,662	Laboratoires Laroche Navarron	Therapeutic compositions comprising butyrospermol.
938,117	US Atomic Energy Commission	Fused nuclear reactor fuels.
951,625	US Atomic Energy Commission	Nuclear fuel elements.
965,595	Consortium Claro	Parquet floors.
973,049	Goffart, Pierre	Controlling explosive charges.
1,006,292	Gevaert Photo-Producten N.V.	Photographic materials.
1,006,877	Gevaert Photo-Producten N.V.	Electrophotographic materials.
	April 21, 1966	
880,639	Tsepelev, Juri Alexeevich and others	Flexible gastroscope.
923,414	Laboratoires Laroche Navarron	Therapeutic compositions
945,539	Billion & Cie	Manufacture of yarns.
	April 22, 1966	
828,895	The British Rubber Producers' Research Association	Rubber-polymer mixtures.
865,741	Reynolds Metals Co.	Aluminium etc. degassing process.
893,465	N.V. Handelskwekerij M.C. van Staaveren	Cultivation boxes.
895,856	Dacquay, Henri	Photographic benches.
968,883	Gevaert Photo-Producten N.V.	Preservation of gelatinous compositions from decomposition.
982,694	Reynolds Metals Co.	Automotive vehicle bumpers.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

Under section 36 of the Patents Act, 1949

NOTICE IS HEREBY GIVEN that under Section 36 of the Patents Act, 1949, the endorsement 'Licences of Right' upon the undermentioned Patent was cancelled on the date stated:

	April 22, 1966	
891,336	Bailey, F.T. Jnr.	Production of polytetrafluoroethylene articles by dry powder ram extrusion.

The Patent Office.

GORDON GRANT,
Comptroller-General.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

ROLLER & SPINDLE COVERING – PRECISION GRINDING
for INDUSTRY
RUBBER, CORK and
OTHER COMPOSITIONS

LONGS Limited
Factory: HERSHAM TRADING ESTATE WALTON-ON-THAMES 26242

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, MAY 3

British trade fairs abroad

Asked whether he would state in table form the cost to the revenue, and to the balance of payments from private enterprise contributions, of British trade fairs in foreign and Commonwealth countries during the last five years: and what increase there had been in British exports to the respective countries concerned subsequently, Mr. Douglas Jay, President of the Board of Trade, said:

'The Board of Trade provides financial support to the organizers of British trade fairs to enable the cost to participating firms to be reduced.

'Table I shows the Government's contribution during the last five years to British trade fairs in foreign and Commonwealth countries. I regret that it is not possible to say how much of this expenditure was in foreign exchange; nor have I information about the total expenditure by private interests on these events.

'Table 2 gives the figures of our exports to the countries where British trade fairs have taken place during the last five years.'

Table 1. British Trade Fairs, 1961-1966

Year	Event	B.O.T. Contribution £'000
1961		
May/June	Moscow	98
1962		
May/June	Stockholm	58
1964		
April	Barcelona	15
Sept/Oct.	Sydney	75
Nov.	Peking	30
1965		
Sept/Oct.	Tokyo	51
1966		
April/May	Oslo	30 (estimated)
July	Moscow	100 (estimated)
Oct.	Mexico	75 (estimated)

Table 2. United Kingdom exports

£ million

	1960	1961	1962	1963	1964	1965
USSR .	37.2	43.7*	42.1	55.6	38.0	45.5
Sweden .	131.0	141.4	154.4*	169.2	198.2	219.4
Switzerland .	47.4	54.5	65.7	74.6*	87.1	89.2
Spain .	24.9	32.2	52.6	60.3*	67.2	84.0
Australia .	260.4	201.9	229.2	236.6*	256.8	280.3
China . .	31.4	12.9	8.4	13.2	17.7*	24.9
Japan . .	28.5	42.7	44.5	51.1	58.6	50.6*

* Denotes the year in which a British Trade Fair took place.

WEDNESDAY, MAY 4

Development in North Lanarkshire

In reply to a question about factories to be erected or completed on the Bellshill industrial estate, the President stated that three are now being built and it is hoped will provide 350 jobs.

In a further question on employment provided in North Lanarkshire since 1964, the President stated that applications for industrial development certificates show that 3,700 and 2,900 jobs were likely to arise from projects completed in 1964 and 1965 and a further 6,000 jobs in the next three years.

THURSDAY, MAY 5

Shipbuilding orders

Asked whether he was aware that Northern shipbuilders were unable to accept orders from foreign ship-owners, the President said that many British shipyards have long order books and with present resources cannot offer early delivery on all business available. He said he was consulting the industry on the implementation of the Geddes Committee report which would enable industry to compete more effectively for overseas orders.

Licensing of pleasure motor boat drivers

In reply to a question on licensing drivers of pleasure motor boats at sea by the French Government, the President stated that he would study the effects of the action taken by the French Government but he was impressed by the voluntary efforts to improve the standard of seamanship in this country and did not think compulsory licensing of drivers of pleasure motor vessels would be justified.

Export sales list

Replying to a question on whether he had discussed with industry the definition of a company with a substantial export record and if a list of such companies could be published, the President stated that he had not discussed this point with industry. Although a good deal of information about export sales was available to the Board of Trade, the President said he could not at present compile a comprehensive list and had no intention of publishing such a list because it would raise questions of disclosure.

Effect of import surcharge

In reply to a question on the import surcharge, Mr. G. Darling, Minister of State, stated that there had been a 5.4 per cent increase in the value of United Kingdom imports subject to the surcharge during the 15 months ending March 31, 1966, compared with the corresponding period to March 31, 1965. The Minister further stated that compared with the latter period there had been an increase of 17.8 per cent in the period ending March 31, 1964.

Reports on science abroad

Science abroad

The United Kingdom Scientific Mission (North America) has prepared the following reports. Copies of the report are available free from the Department of Education and Science, International Scientific Relations Division, Africa House (3rd Floor), Kingsway, London, W.C.2 (Tel. Holborn 3422).

Photo-optical Instrumentation for Space Vehicle Tracking, by H. K. Bourne. 6 pages. *UKSM Report No.* 66/22. This report describes some of the advances in photo-optical instrumentation used for tracking space vehicles. In spite of the improvements in electronic methods of tracking, and the advantage of a real time display which these provide, photo-optical methods are expected to play an important role for many years.

The Detection of Clear Air Turbulence, by H. K. Bourne. 9 pages. (*UKSM Report No.* 66/23.) The problem of detecting clear air turbulence is important as it affects the safety and comfort of passengers and the economics of civil flying. The cost of diverting aircraft to avoid turbulence is very high. Reliable detectors which will give advance warning of CAT (clean air turbulence) are required. Avoidance of turbulence is of increasing importance at high air speeds, so it is hoped that this difficult problem will have been solved before the inauguration of commercial supersonic flights. This report describes a number of methods being tried in an attempt to detect turbulence.

The Impact of the Information Explosion on Communications in Government and Industry, by H. K. Bourne. 7 pages. (*UKSM Report No.* 66/25.) The information explosion has had a tremendous impact on the centralization of control and the automatic handling of information both in government, industry and other fields. This has resulted in a rapidly expanding demand for high-speed broad-band communications. Some of the aspects of communications in the information field are described in this report from the point of view of government and industry users, hardware and software suppliers, and the common carriers. The need for regulating control of data communications is also discussed.

Customs and Excise Tariff

Of The United Kingdom of Great Britain and Northern Ireland

Issued for the convenience of importers and others concerned, this tariff shows the duties of Customs and Excise in operation in the United Kingdom of Great Britain and Northern Ireland on the 1st January, 1961, and the drawbacks and allowances relating thereto. Complete in loose-leaf binder.
47s. 6d. (*by post* 50*s.* 3*d.*)
(Amendments available on Annual subscription £3 including postage.)

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

New Books

UK Trade Names, 1966 (350 pages. Kompass Register Ltd., and Thomas Skinner & Co. (Publishers) Ltd., £5 5s.). Although many specialized trade directories contain sections (and sometimes very extensive sections) listing trade marks and brand names used in a particular branch of industry, there has long been felt the need for a single comprehensive listing of trade names covering all fields. This need is largely met by the present work, by far the greater part of which consists of an alphabetical list of some 60,000 trade names in current use in the United Kingdom. For each name there are given a description of the goods to which it is applied, and the name and address of the source of supply of those goods. The name is not necessarily that of the owner of the trade name; in some cases it is that of the United Kingdom concessionaire of a foreign manufacturer. Two limitations on the scope of the work are (i) that it excludes any name which has lapsed or is not in current use, and (ii) that there are no entries for trade names relating to products of the food, drink, tobacco and pharmaceutical industries. For these reference will still have to be made to specialized directories. The publishers point out that inclusion of a name in *UK Trade Names* does not necessarily imply that it is in the official Register of Trade Marks maintained by the Patent Office under the Trade Marks Act 1938; nor that its omission indicates that the name or design is free and can be used. It is intended to publish revised editions 'at least once every two years'.

The Caribbean Market. BNEC Committee for Exports to the Caribbean (18 pages). **Zambia and Malawi, Two Growing Markets** (14 pages). BNEC Committee for Exports to Africa. (Both available free from the British National Export Council, 27 Northumberland Avenue, London, W.C.2). These two pamphlets are both reports of missions to the respective areas, to the Caribbean in November-December 1965 and to Zambia and Malawi in February 1966. This African study was of particular importance in view of the fact that the normal trade routes through Rhodesia were cut by the declaration of UDI in November 1965. This report gives an optimistic review of trade possibilities with these two still-expanding countries. Local complaints, apparently justified, were mainly concerned with long and often extended delivery periods as compared with other European countries, and tight credit terms. The Caribbean report points to a declining share in local markets, a share increasingly being absorbed by American business. Price is not cited as a reason for this transfer, but apathetic sales methods and bad delivery dates are. Both reports emphasize the need for more visits by British businessmen possessed not only of technical know-how, but also of the power to negotiate on the spot.

Industrial Movement and the Regional Problem, by G. C. Cameron and B. D. Clark. *University of Glasgow Social and Economic Studies: Occasional Papers No.* 5 (220 pages. Oliver & Boyd, 21s.). A survey was conducted among manufacturing firms that, during the years 1958 to 1963, established new factories in the Development Areas (later called Development Districts), to discover what inducements and assistance the Government offers, how such aid is administered, what the scale of the resulting mobility amounts to, and what its effect is upon the areas into which the companies moved. The survey team also attempted to find out why firms moved, why they wanted greater manufacturing capacity, why they looked for it in those districts, and why they chose the sites they actually settled on. The investigation was evidently conducted with considerable thoroughness, and the results yield a great deal of valuable information on the basis of which the authors are able to suggest what policy and practice might be more profitable in the future. Although these is no index, a fairly detailed, analytical contents list is provided.

Resale Price Maintenance; studies edited by B. S. Yamey (303 pages. Weidenfeld and Nicolson, 50s.). Discussion on the desirability of legislation to control the practice of resale price maintenance in this country has been stilled with the passage of the Resale Prices Act 1964; but this makes the present book all the more welcome at the present moment for it is less concerned with rehearsing once again theoretical arguments for and against the practice, than with examining the experience of some countries in which there has been government intervention. Six of the studies, each written by an authority from the country concerned, deal with resale price maintenance in selected countries: Canada, the United States of America, Sweden, Denmark, Ireland and the United Kingdom. In each of these attention is focused on two topics: the effects of resale price maintenance, its historical development, its extent and scope when at its height, and the effects of its termination where this has taken place; and the development of public policy measures, including some consideration of the problems encountered in their implementation. A further study deals rather more briefly with the individual countries in the European Economic Community, where national policies are being affected by emerging Community policy towards restraints on competition. Professor Yamey, who has himself written the United Kingdom study, also contributes a brief introductory chapter which sets the scene with an analytical discussion of the main economic issues.

Trade Regulations Overseas: The National Laws, by Corwin D. Edwards. A Study in Comparative Law sponsored by the Institute of Comparative Law of New York University School of Law (752 pages. Oceana Publications Inc., 40 Cedar Street, Dobbs Ferry, New York. $25.00). Each of this series of essays is concerned with the policy of a particular foreign country towards monopolies, restrictive trading agreements, and restrictive business practices. As well as analyzing laws, decisions, and other documents the essays deal with the ways in which the laws are applied, the problems to which they give rise, and the effects that have become visible. The essays cover France, the Netherlands, Belgium, West Germany, Denmark, Norway, Sweden, Austria, the United Kingdom (60 pages), Ireland, South Africa, New Zealand and Japan. The essay on the United Kingdom does not take into account the provisions of the 1964 Resale Prices Act. There is an index of commodities as well as a general index.

Sources of Energy. Commonwealth Economic Committee (185 pages. 20s., by post 20s. 10d., from HMSO and Government bookshops). The sub-title of this work 'A review of consumption, resources, production, trade, stocks and prices relating to coal and lignite, petroleum, natural gas and hydro-electricity, and to nuclear power and other new sources of energy' gives a good indication of its scope. The volume is one of a new series, similar to the well-known *Commodity Series* but covering minerals, timber, other raw materials and sources of energy. Previous titles have included *Iron and Steel and Alloying Metals* and *Non-Metallic Minerals.* The aim is to present in convenient form up-to-date international reviews, with special reference to the part played by the countries of the Commonwealth. In this work the position is surveyed up to and including 1965, and detailed production and trade statistics and some consumption data up to 1964 are given. The intention is that each title in the series will be periodically revised.

Basic Principles and Experience of Industrial Development Planning in the Soviet Union, by N. A. Lubimtsev. United Nations Department of Economic and Social Affairs (140 pages. 18s. 9d., by post 19s. 7d., from HMSO and Government bookshops). This study begins with an account of the development of planning in the USSR since 1917, and of the various organs through which it is administered. There is also a description of the unified economic development plan, which incorporates general plans covering a 15 to 20-year period, and shorter long-term plans, covering a period of five to seven years. The longest chapter describes the planning of industrial production as a whole, and in individual branches of industry, and the geological exploration work which forms an important part of the national economic plan. The remainder of the book deals with investment planning, the planning of labour, manpower and wages, of production costs and prices, and of the supply of materials and machinery.

External Financing in Latin America. Economic Commission for Latin America, Department of Economic and Social Affairs, United Nations (256 pages. 26s. 6d., by post 28s., from HMSO and Government bookshops). The aim of this study is to estimate capital flows between Latin America and the rest of the world from 1946 onwards. The balance of payments data for the individual countries were consolidated and on the basis of the figures obtained, analyses are made of the capital transactions between Latin America and other parts of the world, and the role of these transactions in the region's external payments. Part one deals with the role of foreign capital up to 1945. Part two describes and analyses the evolution of external payments in the post war period, with special attention to capital flows. Part three discusses the part played by autonomous capital movements in the stabilization of the Latin American countries' balances of payments over the long and short terms. Part four comprises a review of the policy pursued in relation to Latin America by leading United States and international financing centres.

Other publications

BRITISH NATIONAL FORMULARY 1966. 360 pages. The British Medical Association and The Pharmaceutical Society of Great Britain. 12s. 6d., by post 13s. 3d.

GREECE. February 1966. *OECD economic surveys.* 49 pages. 5s., by post 5s. 6d., from HMSO and Government bookshops.

PAINT, OIL AND COLOUR YEAR BOOK 1966. 372 pages. Scott, Greenwood & Son Ltd., 83-86 Farringdon Street, London, E.C.4. Subscription to *Paint, Oil and Colour Journal* and to the *Year Book,* one year: £3; three years: £7.

STATISTICAL SUMMARY OF THE MINERAL INDUSTRY. World Production, Exports and Imports 1959-1964. Overseas Geological Surveys, Mineral Resources Division. 417 pages. 27s. 6d., by post 28s. 7d., from HMSO and Government bookshops.

U.K. KOMPASS, 1966. Register of British Industry and Commerce. 4th edition. 3 volumes. Kompass Register Ltd., Croydon. £15 15s.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 *Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from* 9.30 *a.m. to* 5.30 *p.m.*

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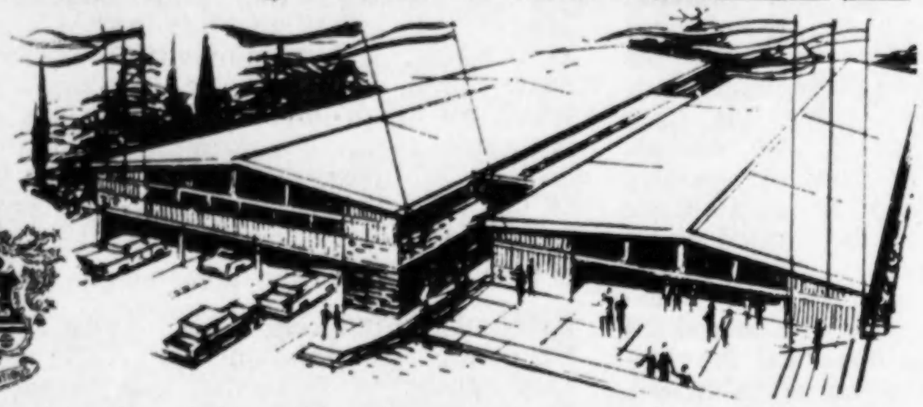

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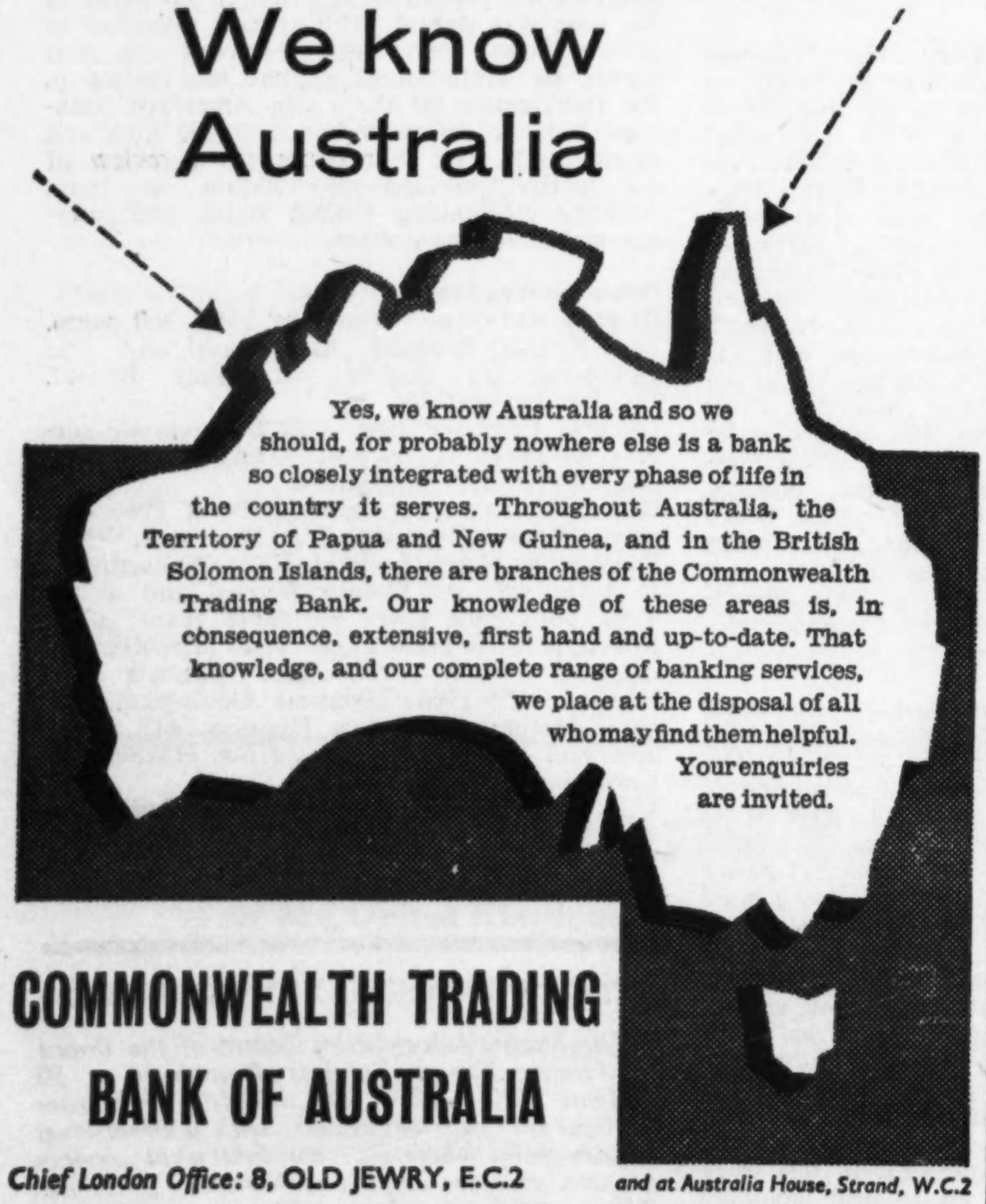

Yes, we know Australia and so we should, for probably nowhere else is a bank so closely integrated with every phase of life in the country it serves. Throughout Australia, the Territory of Papua and New Guinea, and in the British Solomon Islands, there are branches of the Commonwealth Trading Bank. Our knowledge of these areas is, in consequence, extensive, first hand and up-to-date. That knowledge, and our complete range of banking services, we place at the disposal of all who may find them helpful. Your enquiries are invited.

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Enquiries to Mr. Arthur Eaton, Secretary, Cumberland Development Council Ltd., 30 Roper Street, Whitehaven. Tel: Whitehaven 2470.
For information on industrial land use and planning, contact Mr. Kenneth Steen, Cumberland County Planning Officer, 3 Portland Square, Carlisle. Tel: Carlisle 23456.

DERBYSHIRE COUNTY COUNCIL

TENDERS FOR UNIFORM CLOTHING

TENDERS are invited for the supply of UNIFORM CLOTHING FOR AMBULANCE PERSONNEL (including shirts and ties) for the period from 1st April, 1966, to 31st March, 1969. Forms of tender may be obtained on application to the COUNTY MEDICAL OFFICER OF HEALTH, COUNTY OFFICES, MATLOCK. SEALED TENDERS (together with samples of cloth) must be forwarded in special envelopes which will be provided and must be delivered to the undersigned not later than 10 a.m. on MONDAY, 6th JUNE, 1966. The Council does not bind itself to accept the whole or any part of any tender submitted.

D. G. GILMAN, *Clerk of the County Council.*

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of British products in all overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245) (Telex 25977). The type of goods involved and the countries to be covered should be indicated.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
May 24 .	**Machine tools, plant and equipment miscellaneous stores**	**Ordnance Storage and Disposals Depot, Branston, Nr. Burton-on-Trent**	**Walker, Walton and Hanson (Dept L) Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272)**

Machine tools:Centre, capstan and turret lathes by Herbert, Warner, & Swasey, Denham, Keighley, Mitchell, Lang, Southbend, Le Blond, Smart & Brown and Challenger; horizontal, universal and thread milling machines by Pallas, Hero, Mann, Parkson, Ward Haggis & Smith; various drilling machines by Adcock & Shipley, Denbigh, Thrissell, Desouter and Grimston; Kitchen & Wade 6 ft Radial Drill; Rapidor 8 in. hacksaws, Wadkin saw sharpener; woodworking lathes; buffing & polishing machines; Delapena honing machines; Wolf ½ in. heavy duty drill.

Plant and Equipment: Yale pallet trucks; Adera Aeraspray compressor 150 lbs p.s.i. Aerograph mounted compressor 60 lbs p.s.i; Dunlop Type NPE2 compressor; four wheeled wooden trucks; Samuel Hodge crane scale (2 tons); Morris portable jib crane, hand operated; King electric hoist 3 p.h. 400/440v; hand operated baling press.

Miscellaneous stores: Tangye hydraulic jacks (8 & 16 tons); Morris ratchet jacks 15 tons (head) 7½ tons (toe); Avery Breck Hill, Duros, Ashworth and Vandome & Hart platform scales; Avery dial scales; taper and roller bearings including 5mm × 19mm × 6mm; 15,000 Skefco double row ball bearings 2,140 Taper roller bearings cups; large quantities of miscellaneous M.T. spares including, filters, brake linings, valves, gaskets, seals, manifolds hosing, speedo cables, brake shoes etc; Land Rover, Ferguson, Fordson, Bedford, Austin Champ and Morris spares; large quantities of electronic equipment including, receivers, amplifiers, transformers, magslips, gauges, connectors, capacitors, sockets, multi-contact plugs; 170 aircraft wheels and tyres; GCE single door electric ovens 240v, 17.2 KW; GEC cold storage cabinet 100 cu. ft; Gledhill-Brook electric time recorders; 800 yds (approx) blue cloth; 5,640 yds electric cable; 1,650 jerricans (water) 4½ gals; scrap batteries; 1 ton of miscellaneous nuts, bolts, pins, studs, spigots, washers, clips etc; approx. 40,000 wooden boxes of various sizes; pallets; chairs, tables, cupboards etc; rubber seal and moulding; large quantities of steel wire; nylon ribbon and tape; paint.

June 2 .	**Quantity of underground electric cable as laid, for removal from RAF Station, North Pickenham, Norfolk.**	**North Pickenham is approximately 3 miles from Swaffham, Norfolk, on the Swaffham-Watton Road. Sale at 'George' Hotel, Swaffham.**	**Cruso & Wilkins, 27 Tuesday Market Place, Kings Lynn, Norfolk. (Tel. 3111.)**
June 7 .	**Machine tools, plant and equipment, radio and electrical spares, clothing and footwear miscellaneous stores including:**	**Central Ordnance Depot Bicester, Oxon.**	**Midland Marts Ltd. (Dept L) Market Square, Bicester, Oxon. (Tel. Bicester 2073)**

Pollard and Herbert drilling and milling machines; pedestal, shaping and hacksaw testing machines; 12 British Automatic Co. embossing machines; 8ft. Standard light benches, welding electrodes; photographic equipment; electronic valves, electrical and radar equipment including large quantities of transistors, rectifiers, capacitors, condensers, potentiometers etc; signalling equipment and spares; saddlery; protective clothing; large quantity of unworn civilian clothing including sports jackets, flannel trousers, D.B. suits, raincoats, mackintoshes, shirts, collars, boots, shoes and socks, leather gloves etc.

June 9 .	**Radio and electrical spares, miscellaneous stores, including:**	**No. 14, Maintenance Unit, RAF, Carlisle.**	**Harrison and Hetherington Ltd. (Dept L), Botchergate, Carlisle (Tel. Carlisle 26292/3)**

M.T. spares; various aircraft instruments and spares; radio receivers types 88 and R1155L; test equipment; contamination meters; fuel injector pumps; Coventry Climax engine; scrap batteries (lead and alkaline); fire extinguishers; 1700 aircraft clocks; 150 stop watches; 1600 pairs binoculars 6 × 30; a large quantity of wooden boxes, cardboard containers and plywood cases; over 6,000 canvas sand-bags.

June 16 .	**Machine tools and miscellaneous stores, including:**	**Ordnance Storage and Disposals Depot Rotherwas, Hereford.**	**Russell, Baldwin & Bright (Dept L), 20/21 King Street, Hereford. (Tel. Hereford 4366)**

Lathes, drills, millers, grinders, shapers etc; 12 solid fuel cooking ranges, 72 in.double oven; 4 projectors AA 150 c/m Mk 3 mounted; 54 wireless reception sets (R 107); wireless and electronic spares including large quantities of capacitors, resistors, valves etc; 2 tons steel sheets of various dimensions; M.T. spares including fuel pump assemblies, inlet valves, shock absorbers, clutch plates, cables, wheels and tyres etc; greatcoats, blouses, trousers and other clothing; mattresses; 3000 blankets; office and domestic furniture.

June 21 .	**Earth moving and Civil Engineering equipment, plant ancillaries and spares, private and commercial vehicles**	**Ordnance Storage and Disposals Depot Ruddington, Notts.**	**Walker, Walton & Hanson (Dept L), Byard Lane Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272)**

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER – MACHINE TOOLS

Horizontal and vertical borers; pillar and radial drills; plain, surface, tool and cutter grinders; capstan, turret and centre lathes; universal and vertical millers; presses; planers; shapers; slotters; cold saws; sheet metal and woodworking machines; welders; soldering machines, etc.

Location: Royal Ordnance Factory, Royal Arsenal, Woolwich, S.E.18.

Application for Tender Forms should be made to Ministry of Defence (AD), Directorate of Sales (Sales 4 b ii), Room 419, First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. May 26, 1966. Permission to view on presentation of Tender Form only.

SALES BY TENDER

(i) OVERHEAD ELECTRIC TRAVELLING CRANES. Floor and cab controlled. Capacity 1 ton-60 tons. Span 21 ft-63 ft. Many with running girders.

Location: Royal Ordnance Factory, Woolwich, London S.E.18.

Applications for Tender Forms should be made to the Senior Superintendent, Royal Ordnance Factory, Royal Arsenal, London, S.E. 18. Tenders must be returned by 10 a.m. June 6, 1966. Permission to view on presentation of Tender Form only.

(ii) ELLIOTT COMPUTER

Elliott 153 High Speed Automatic Digital Computer (less magnetic drum and tapes) and associated equipment.

Location: Government Communications Headquarters 2E, Composite Signals Organizations Station, Scarborough.

Applications for Tender Forms should be made to Ministry of Defence (AD), Directorate of Sales (Sales 4c ii), Room 424, First Avenue House, High Holborn, London, W.C.1. Tender Forms must be returned by June 6, 1966. Permission to view on presentation of Tender Form only.

MINISTRY OF PUBLIC BUILDING AND WORKS

Sale by Tender

A large quantity of surplus textile and tentage including towelling; cotton; flannelette; calico, unbleached; drill; organdie; apron cloth; cotton zephyr; tents, marquee, universal, extending; canvas, cotton copper naphth and duck, flax.

Applications for Tender documents should be made to: Ministry of Public Building and Works, Supplies Division (Disposals), Room 116, Southbridge House, Southwark Bridge Road, London, S.E.1, and not later than May 31, 1966.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	135	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	131	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	132	+177	+ 89	+29	+55
1964	124	128	144	139	123	106	153	121	163	184	151	+513	+332	+72	+47
1965	127	132	152	147	125	108	159	132	161	189	157	+311	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	155	121	171	184	153	+137	+ 77	+19	+17
4th quarter	126	130	147	143	125	107	159	128	170	189	156	+108	+ 50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	160	138	161	191	158	+ 61	+ 49	—10	+12
2nd quarter	126	131	151	145	123	107	158	127	165	184	159	+ 95	+ 83	— 5	+ 7
3rd quarter	127	131	153	148	124	108	156	131	152	187	155	+117	+ 71	+21	+20
4th quarter	129	132	155	151	126	109	161	130	164	195	157	+ 38	— 4	+13	+18
1966															
1st quarter	..		..	..	..	110	..	..	..	..	..	..	..	..	..
1965															
September	..	131	..	..	..		..	..	..	..	..	..	..	..	..
October	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	132	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	133	..	..	..	109	..	..	..	..	..	..	..	..	..
1966															
January	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..
February		132*				109									
March						110									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165*	121*	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165*	121*	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966														
1st quarter			134·4	+4·3	113·8*	131·3*	165·9	279	260	+ 5	— 5	159	153	
1965														
September	163	117	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	165*	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	..
November	165*	124*	133·5	+4·5	111·4	130·5	162·1	301	253	—12	—16	156	153	..
December	165*	121*	134·1	+4·5	111·9	130·7	162·6	304	246	— 7	—11	153	155	..
1966														..
January	164*	121*	134·3	+4·4	113·0	130·9	165·0	285	245	— 1	— 1	158	146	
February	165*	120*	134·4	+4·5	114·1*	131·2*	165·4	277	260	+15	+ 6	159	159	..
March			134·7	+4·3	114·3*	131·6*	167·2	274	274	+14	+10	158	153	..
April					114.6*	131.8*		279	289	+15	+14			

† Not seasonally adjusted. * Provisional.

TRADE INDEMNITY COMPANY LIMITED

Mr. H. T. Silversides on Credit Insurance

THE 48TH ORDINARY GENERAL MEETING OF TRADE INDEMNITY COMPANY LIMITED was held on May 5 in London, Mr. H. T. Silversides (the chairman) presiding.

The following is an extract from his circulated statement:

The Underwriting Accounts show total premium receipts in 1965 of £2,513,896. This is the first time that annual premiums have exceeded £2½ million and they show an increase of 8 per cent on 1964. Concurrent with the rise in premium income economic conditions have inevitably provoked an increase in claims, and payments less salvages in 1965 at £894,376 were more than double those of 1964. The closed 1963 Underwriting Account, however, benefits from higher profit commission earned from reinsurers amounting to £84,824. This is due to the greater underwriting profits that accrue from the 1963 Account.

The Profit and Loss Account is credited with the balance of 1963 underwriting profit amounting to £362,144. There is added to this Franked Investment Income (gross), and Interest and Other Income (gross), which together total £102,290. This is £16,870 more than a year ago. The Profit and Loss Account is debited with the Company's liability to Income Tax and Profits Tax totalling £241,300.

The second half of the Profit and Loss Account shows the balance of £345,318 brought forward from 1964 which when added to the balance after taxation brought down, gives a total disposable balance of profit of £568,452. Your Directors recommend the payment of a dividend of 25 per cent on the issued share capital of the Company. This is the same rate as for 1964.

The Balance Sheet presents a sound and, as compared with 12 months ago, an improved position. Investments have increased by £30,010, a stronger liquidity ratio as between current assets and liabilities has been established and an increased balance is being carried forward on Profit and Loss Account. This position is dictated by the need to make provision for increased claim payments, for the Company's vulnerability to the heavy taxation to which I have referred and the desire of the Directors to secure as far as possible the future payment of dividends to shareholders. The probability of some reduction in the degree of underwriting profits over the next year or two is inescapable.

General Remarks

In my concluding remarks to you a year ago I foresaw two ways in which our business was likely to be affected in 1965. First, because of continued uncertainty and tighter credit conditions at home, I looked for a greater demand for our facilities. Second, and for much the same reasons, I expected a higher incidence of business failure. In the event this was our experience.

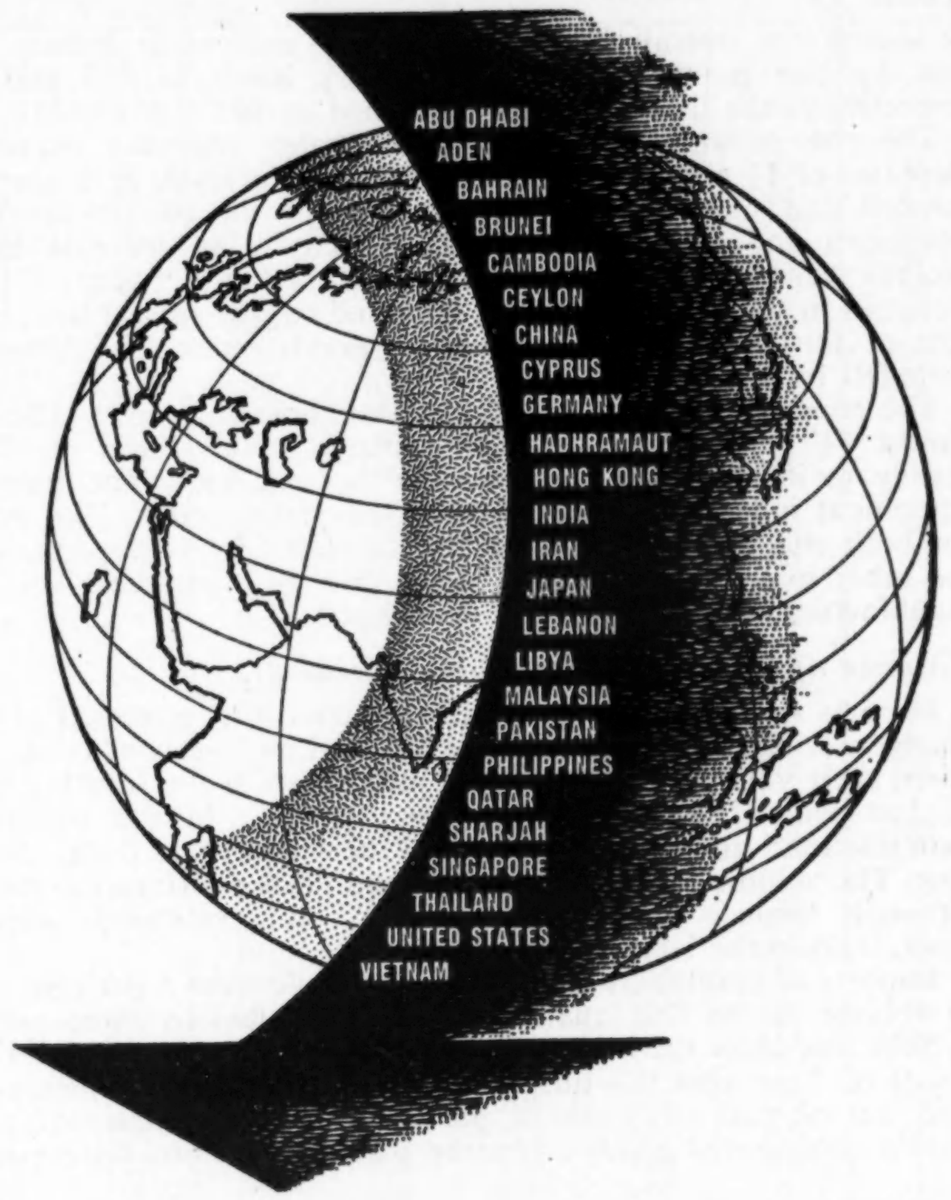
As you will have gathered from my earlier comments on the Accounts, 1965 was a year of records. Nowhere did this show more than in the field of new business. The value of new policies added to our books last year was the highest ever and one has to go back to 1956 to find a figure that is in any way comparable. At the same time the wastage of policies through non-renewal fell away to a marked degree, so that our net gain of new business was of very substantial proportions.

Two points deserve to be stressed under the heading of new business. I must, in the first place, renew my tribute to our direct selling organization which once again was responsible for a major portion of all new business added last year. My other comment is of considerable significance to our future development. Although there have always been notable exceptions, credit insurance has in the past found most appeal with the medium and smaller-sized firms; many larger companies have tended to take the view that they could meet losses on bad debts out of their own substantial resources. Last year we noticed a change of attitude among a number of these larger companies who, no doubt concerned at the trend of business in their particular sector of the economy and possibly trading themselves with reduced resources available to meet bad debt contingencies, approached us and ultimately took up whole-turnover cover. At the same time we noted a marked increase overall in the size of turnover on which we were asked to quote and issue policies. All this, I feel, may be regarded as a major breakthrough and justifies my view that credit insurance should appeal just as much to the large as to the medium and small firms in this country.

Looking now to the future, I can see little early prospect of any easing of the tight credit regime with which we have had to live over the past year. For the economy it looks very much like 'the mixture as before' and the same can be said of your Company's prospects under such conditions. I would once again look for a continued high demand for our cover and a continued high incidence of business failure in the months to come.

The report and accounts were adopted.

The best way to these EXPORT MARKETS



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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for March, 1966

Unit value index numbers of imports and exports (Table 1)

IN MARCH the overall import and export unit value indices both rose by one point from their February levels to 109 and 112 respectively; the terms of trade remained at 102 (1961=100).

The rise in the import unit value index was due mainly to increases of 1½ per cent in both the indices for food, beverages and tobacco and manufactured goods. Most of the rise in the food, beverages and tobacco index was caused by an increase in the average values of fresh fruit and vegetables and bacon. Further increases in the average value of imported copper caused the greater part of the rise in the manufactured goods index. The index for fuels fell by 1 per cent.

The rises of 1 per cent in the overall export unit value index and almost 1½ per cent in the manufactured goods index were due mainly to increases of 1 per cent in the machinery and transport equipment index, and 3 per cent in the metals index. The indices for both chemicals and textiles also increased by 1 per cent, while the other manufactured goods index rose by ½ per cent. The non-manufactured goods index was unchanged.

Volume of imports and exports (Table 2)

Imports showed a rise in the first quarter after a period of little change during the second half of 1965, and on a seasonally adjusted basis, their volume was 3 per cent more than in the fourth quarter of last year. The most marked increase was in the volume of manufactured goods, but imports of fuels and basic materials also rose. The volume of imports of food and drink continued to decline, although tobacco imports were higher, on a seasonally adjusted basis, than in the last quarter of 1965.

Imports of manufactured goods as a whole were 5 per cent more in volume in the first quarter than in the previous three months. Within this class there was an increase in the volume of finished goods of 7 per cent this quarter after a period of little change, and also an increase of about 4 per cent in the volume index for semi-manufactured goods compared with the previous three months. Imports of fuels, which have been rising rapidly from the low rates reached last autumn, rose again in the first quarter. Their volume was 3 per cent higher in the latest quarter than in the fourth quarter of 1965 and 8 per cent higher than in the whole year of 1965. The volume of imports of basic materials which had declined at the end of last year rose over 1½ per cent in the first quarter. Imports of food, drink and tobacco continued the decline from the high levels reached last summer and were nearly 2½ per cent less than they had been in the fourth quarter last year, and 4 per cent less than the rate in the third.

The volume of total exports showed only a slight increase in the first quarter compared with the high level of the fourth quarter of 1965, though with higher prices the value rose 1 per cent. The volume of manufactured goods was slightly lower, but exports of non-manufactures, especially food and fuels, were higher.

Within the category of manufactured goods there was a further strong rise in the volume of exports of 'other manufactured goods' which was 8 per cent higher in the first quarter than in the previous three months, mainly because of higher exports of precious stones. There were, however, falls in the seasonally adjusted volumes of all the other classes of manufactured goods, except that of chemicals, which was unchanged from its level of the previous quarter. The volume of exports of textiles continued to decline from its high value in the third quarter of 1965; there was a sharp fall (6 per cent) in the first quarter. Exports of metals which had shown strong growth last year, but had eased back towards the end, were 7 per cent less in volume in the first quarter compared with the previous three months. Exports of machinery and transport equipment, which had risen again in the second half of last year after remaining relatively flat earlier, fell back a little in the first quarter when they were 1 per cent less in volume than they had been in the fourth quarter of 1965.

Amongst exports of non-manufactures there were increases in exports of food and fuels and a fall in exports of basic materials. The volume of exports of food, beverages and tobacco increased by 7 per cent in the first quarter. There was a resumption of growth in the export of fuels, their volume in the first quarter was 13 per cent higher than in the last quarter of 1965. Exports of basic materials were 7 per cent lower in volume than the high average levels of the second half of last year.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

A party of West German traders were the guests of the Qualcast Group when they visited the Group's Centre at Derby on April 27 as part of a West German Trade Mission organized by the Hardware Trades Manufacturers Association. From left to right (facing front): Herr Heider of Emil Lux; Herr Iven of Meesenburg Matthias Kg; Herr K. Roloff of Kruchen Krefeld; watching the assembly of a Qualcast lawn mower.

Leading overseas buyers of British fine china, Mr. A. Miller (left), Mr. D. R. Oliver (second right) and Mr. B. T. Cowley (right) of the T. Eaton Company of Canada, discussing new Wedgwood patterns with Mr. Peter Wall (design manager) in the studios at the Barlaston factory of Josiah Wedgwood & Sons Ltd., Stoke-on-Trent, during their recent trade mission to the Potteries.

United Kingdom import and export unit value index numbers

TABLE 1

(1961 = 100)

	Imports					Exports								(1) Terms of Trade
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights . . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter .	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter .	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter .	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter .	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
3rd quarter .	106	112	102	90	109	109	103	110	105	108	114	110	109	102
4th quarter .	107	113	102	89	110	109	103	111	105	109	114	111	110	102
1966 1st quarter .	108	113	104	88	112	111	104	112	105	110	118	112	111	102
1964 January . .	106	118	101	95	102	105	107	105	101	104	104	106	104	99
February .	107	118	102	97	103	105	107	105	101	105	104	106	104	98
March . .	107	117	102	97	103	105	108	105	101	106	104	106	104	98
April . .	106	115	103	97	103	105	108	105	101	106	104	106	104	99
May . .	107	116	103	96	104	106	109	106	101	107	105	107	104	99
June . .	106	114	103	95	105	106	108	106	101	108	106	107	105	100
July . .	106	113	104	95	105	107	109	106	101	108	106	108	105	100
August . .	106	114	102	94	106	107	109	106	101	107	107	107	106	100
September .	106	111	102	94	106	107	107	107	101	108	108	108	106	101
October .	107	113	104	94	107	107	107	107	102	108	109	107	106	100
November .	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December .	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January . .	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February .	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March . .	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April . .	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May . .	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June . .	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July . .	106	111	102	91	108	108	103	109	104	109	113	110	108	102
August . .	106	111	102	90	109	109	103	110	104	109	113	110	109	102
September .	107	112	103	90	109	109	102	110	105	108	114	110	110	102
October .	107	112	103	89	110	109	102	110	105	109	114	111	110	102
November .	107	113	102	89	111	109	102	110	105	108	115	111	110	102
December .	107	113	103	88	110	110	103	111	105	109	114	111	111	102
1966 January . .	107	112	103	89	112	110	104	111	105	109	116	112	111	103
February .	108	113	104	89	112	111	105	112	105	110	117	112	112	102
March . .	109	115	104	88	114	112	105	113	106	111	120	113	112	102

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

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United Kingdom import and export volume index numbers

TABLE 2 (1961 = 100)

Section or Division	Imports					Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1955	80	88	102	75	62	87	85	85	65	135	86	82	87
1956	80	90	99	71	62	91	89	91	69	129	97	89	87
1957	83	93	103	70	66	93	88	93	74	128	100	91	87
1958	84	98	92	76	67	89	88	89	71	109	93	90	84
1959	90	98	98	88	76	93	90	92	81	109	99	92	89
1960	101	100	107	96	100	97	92	97	93	109	98	97	93
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	120	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	108	142	137	117	121	116	130	104	109	114	128
Unadjusted													
1964 1st quarter	119	106	107	126	136	113	115	114	125	106	102	115	116
2nd quarter	121	103	109	133	143	115	116	115	127	109	109	113	125
3rd quarter	116	103	105	127	133	102	104	102	123	99	96	95	119
4th quarter	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
3rd quarter	120	104	109	133	137	113	121	112	127	104	106	108	122
4th quarter	123	109	106	146	141	124	134	122	132	104	113	120	138
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
1965 March	127	105	114	167	144	119	115	119	138	112	113	113	134
April	117	105	108	141	128	121	113	122	141	110	116	118	135
May	126	99	108	144	156	118	116	119	133	106	114	117	127
June	120	100	111	138	141	119	122	119	129	99	114	118	130
July	125	104	112	142	147	124	119	126	137	113	122	124	135
August	114	102	106	125	126	106	107	105	117	94	96	102	122
September	121	105	109	132	139	109	138	104	128	104	100	100	108
October	121	106	105	130	145	116	125	115	130	103	113	110	125
November	124	116	104	142	139	132	143	131	140	107	118	131	148
December	125	105	109	167	139	123	130	120	124	102	108	118	140
1966 January	131	107	109	146	156	111	111	111	123	90	95	109	130
February	118	97	95	153	140	121	132	120	132	97	104	120	136
March	135	111	111	164	165	138	148	137	147	108	106	145	149
Seasonally adjusted													
1964 1st quarter	*117*	*103*	*107*	*124*	*134*	*113*	*116*	*112*	*123*	*103*	*101*	*112*	*120*
2nd quarter	*120*	*102*	*108*	*130*	*140*	*111*	*117*	*110*	*123*	*107*	*104*	*105*	*124*
3rd quarter	*120*	*108*	*105*	*125*	*138*	*109*	*110*	*109*	*129*	*104*	*103*	*104*	*121*
4th quarter	*119*	*103*	*110*	*132*	*134*	*113*	*119*	*113*	*130*	*107*	*102*	*109*	*125*
1965 1st quarter	*114*	*93*	*108*	*145*	*125*	*115*	*116*	*115*	*130*	*104*	*105*	*111*	*132*
2nd quarter	*120*	*101*	*109*	*140*	*139*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*129*
3rd quarter	*123*	*108*	*108*	*133*	*142*	*118*	*126*	*117*	*130*	*106*	*112*	*115*	*122*
4th quarter	*122*	*106*	*105*	*148*	*141*	*121*	*126*	*121*	*131*	*103*	*110*	*122*	*131*
1966 1st quarter	*126*	*104*	*106*	*153*	*149*	*122*	*132*	*121*	*131*	*97*	*102*	*120*	*142*
1965 March	*117*	*94*	*112*	*154*	*130*	*117*	*118*	*116*	*133*	*107*	*110*	*110*	*136*
April	*118*	*105*	*112*	*141*	*128*	*115*	*112*	*116*	*135*	*106*	*110*	*109*	*133*
May	*125*	*99*	*110*	*142*	*152*	*113*	*116*	*113*	*126*	*103*	*108*	*109*	*127*
June	*118*	*99*	*106*	*138*	*137*	*111*	*118*	*110*	*122*	*96*	*107*	*106*	*125*
July	*123*	*104*	*109*	*141*	*143*	*124*	*128*	*123*	*135*	*111*	*121*	*120*	*131*
August	*126*	*118*	*109*	*133*	*145*	*116*	*114*	*116*	*126*	*99*	*109*	*116*	*126*
September	*119*	*103*	*107*	*125*	*139*	*115*	*136*	*112*	*130*	*108*	*107*	*110*	*109*
October	*120*	*103*	*106*	*135*	*141*	*116*	*122*	*116*	*131*	*104*	*112*	*115*	*120*
November	*124*	*113*	*104*	*145*	*139*	*122*	*124*	*123*	*134*	*99*	*107*	*125*	*133*
December	*122*	*103*	*103*	*165*	*143*	*125*	*132*	*124*	*129*	*105*	*111*	*125*	*141*
1966 January	*127*	*106*	*103*	*143*	*150*	*117*	*119*	*115*	*128*	*95*	*101*	*110*	*144*
February	*127*	*104*	*107*	*165*	*148*	*127*	*140*	*127*	*137*	*102*	*111*	*126*	*147*
March	*124*	*100*	*108*	*150*	*148*	*121*	*135*	*120*	*128*	*93*	*95*	*124*	*136*

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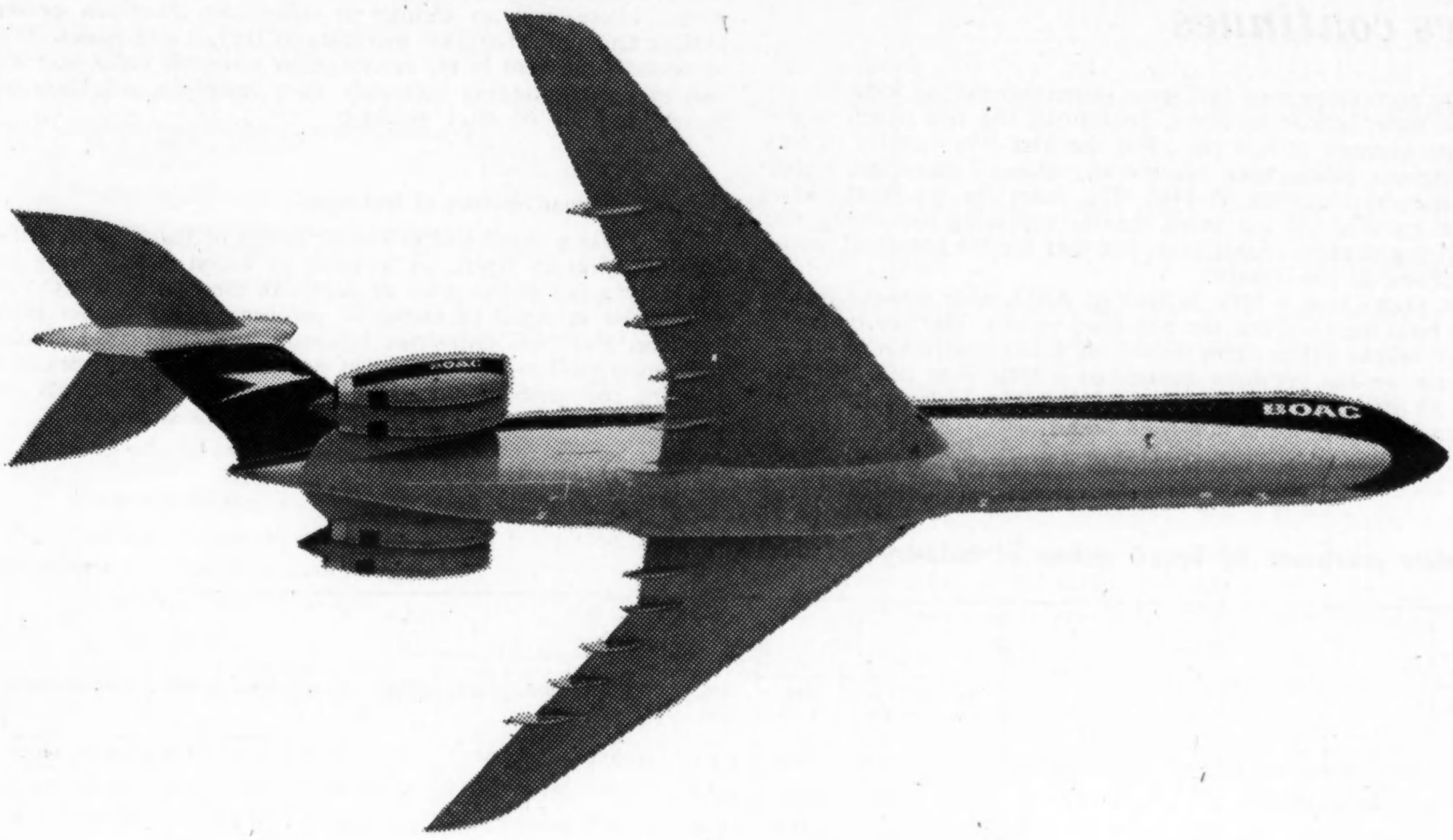

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WHOLESALE PRICE INDICES

Moderate increase in materials prices continues

PRICES OF MATERIALS and fuel used in manufacturing industry increased a little further in April, continuing the rise which began in the late summer of last year. For the first four months of this year, materials prices were on average about 3 per cent higher than in the third quarter of 1965. The index for the food sector has eased back in the last three months following the strong rise in the closing months of last year, but that for the non-food sector has continued to rise slowly.

Output prices rose a little further in April, with upward movements in both the food and the non-food sectors. The first quarter's index for output prices (now based on fuller information) shows an increase on the previous quarter of a little over one half per cent for all manufactured products, with the rise in the food sector a little greater than in the non-food sector.

Materials and fuel used in broad sectors of industry

The further slight fall in the food index in April was caused mainly by lower prices for imported sugar and home grown wheat. The most important movements in the non-food sectors were rises of about 2 per cent in the prices of materials used in both mechanical engineering and electrical machinery; these were mainly the result of the increase in maximum steel prices authorized by the Iron and Steel Board at the beginning of the month but the rise in electrical machinery also reflected increased prices of copper items. There was no change in either the chemicals or textiles indices and only marginal increases in timber and paper. The rise of about 1 per cent in the construction materials index and a small rise in house building materials were mainly a reflection of the increased price of steel products.

Output of broad sectors of industry

There was a small rise in output prices of the food manufacturing industries in April, an increase in bacon prices being largely offset by a fall in the price of sugar. In the non-food sector, there was a rise in April of about 3½ per cent in the output prices of the iron and steel industries following the authorized increase in maximum steel prices. There was no change in output prices in the clothing or timber industries and upward movements in the chemicals, textiles and paper industries were small.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965				1966	1965					1966			
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	April	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	March	April
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	107·7	107·6	106·9	108·1	110·3*	108·0	107·1	107·4	107·8	§108·9	110·0	110·4*	110·5*	110·5*
	Basic materials	103·3	103·2	102·3	103·5	105·9*	103·6	102·6	103·0	103·2	104·1	105·6	105·9*	106·1*	106·1*
	Fuel	141·2	141·1	141·8	143·4	144·3*	141·4	141·9	142·9	143·3	143·8	143·8	144·5*	144·5*	144·5*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	109·7	110·9	110·5	111·5	113·8*	110·9	110·6	111·1	111·4	111·9	113·0	114·1*	114·3*	114·6*
	Basic materials other than fuel	104·2	105·7	105·0	106·0	108·5*	105·5	105·2	105·6	105·9	106·4	107·6	108·8*	109·1*	109·3*
211 to 229	Materials and fuel used in the food manufacturing industries.	104·8	102·2	100·3	102·0	103·7*	103·4	101·0	101·0	101·6	103·4	104·6	103·5*	103·1*	102·7*
263 to 277	Materials and fuel used in the chemicals and allied industries.	116·1	118·1	117·1	116·9	117·2*	118·0	116·3	116·7	116·9	117·0	117·3	117·4*	116·9*	116·9*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	138·6	140·4	140·6	142·5	146·6*	139·9	140·9	141·5	142·7	143·4	145·0	147·1*	147·6*	150·0*
361	Materials and fuel used in the electrical machinery industry.	128·9	130·8	131·2	133·8	138·9*	130·0	131·4	132·4	134·0	135·1	137·2	139·6*	140·0*	143·1*
Order X	Materials and fuel used in the textile industries	93·6	93·8	94·3	96·3	96·6*	93·8	94·6	95·7	96·5	96·7	96·0	96·2*	97·5*	97·5*
Order XIV	Materials and fuel used in the timber industries	119·4	119·8	120·3	120·6	121·0*	119·7	120·3	120·4	120·6	120·8	120·8	121·0*	121·2*	121·4*
Order XV	Materials and fuel used in the paper industries	114·9	115·0	115·2	113·3	113·1*	115·0	115·1	114·2	112·9	112·7	113·0	113·2*	113·2*	113·3*
Order XVII	Construction materials	128·8	130·3	130·9	131·4	131·9*	130·2	131·0	131·2	131·4	131·6	131·5	131·9*	132·4*	133·4*
Part of Order XVII	House building materials	129·8	131·5	132·2	132·6	133·3*	131·2	132·2	132·4	132·6	132·8	132·8	133·2*	133·8*	134·1*

*Provisional figure. §Revised figure.

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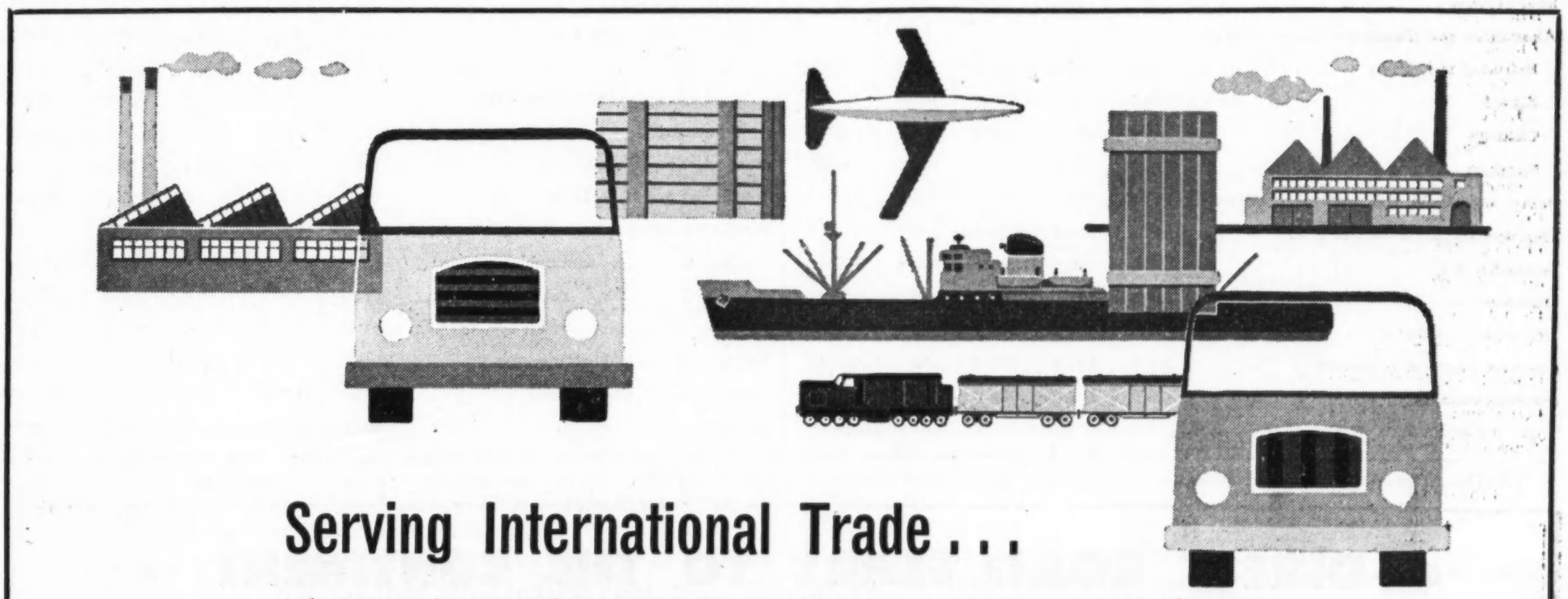
2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1965				1966	1965					1966			
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	April	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	April
Orders III to XVI	All manufactured products: Total sales	126·5	128·4	129·1	129·7	130·8*	128·0	129·3	129·4	129·7	130·2	130·3	130·9*	131·2*	131·2*
	Home market sales	127·5	129·8	130·4	130·9	131·7*	129·4	130·5	130·6	130·9	131·3	131·4	131·7*	132·0*	132·2*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	126·9	127·7	128·6	129·3	130·5*	127·4	128·9	128·9	129·3	129·5	129·8	130·5*	131·2*	131·3*
	Home market sales	128·3	129·2	129·9	130·5	131·3*	128·9	130·1	130·2	130·5	130·7	130·9	131·2*	131·6*	131·8*
211 to 229	Products of the food manufacturing industries: Home market sales	120·8	120·3	120·1	121·1	122·3*	120·5	120·2	120·4	120·5	122·4	121·7	122·5*	122·8*	122·9*
263 to 277	Chemicals and allied industries: Total sales	107·9	108·3	108·1	108·0	108·8*	108·3	108·0	107·9	108·0	108·0	108·4	109·0*	108·9*	108·9*
	Home market sales	109·4	109·7	109·3	109·2	109·9*	109·7	109·1	109·1	109·2	109·3	109·7	110·0*	109·9*	110·0*
311 and 312	Iron and steel industries: Total sales	130·2	131·7	132·2	132·1	132·5*	131·4	132·3	132·1	132·0	132·3	132·4	132·6*	132·6*	136·3*
	†Home market sales	135·3	136·7	137·2	137·1	137·2*	136·4	137·1	137·1	137·1	137·1	137·1	137·2*	137·2*	141·7*
Order X	Textile industries other than clothing: Total sales	111·4	111·7	111·3	112·0	112·7*	111·7	111·9	112·1	112·2	111·8	112·4	112·8*	113·0*	113·1*
	Home market sales	109·4	109·8	110·2	111·0	111·3*	109·7	110·5	110·9	111·1	111·1	111·2	111·3*	111·5*	111·7*
Order XII	Clothing and footwear: Home market sales	114·1	115·1	115·7	116·3	117·3*	114·7	115·9	116·1	116·3	116·6	117·2	117·3*	117·4*	117·4*
Order XIV	Timber industries: Home market sales	121·1	121·7	122·9	123·5	124·3*	121·4	123·2	123·3	123·6	123·7	124·1	124·3*	124·6*	124·6*
481 to 483	Paper industries: Home market sales	118·3	118·7	118·6	119·0	119·9*	118·6	118·6	118·6	119·1	119·4	119·6	120·0*	120·0*	120·2*
Order XVI	New construction‡	132	133	134	136	136*		134			136			136*	

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.



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3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 25, 1966. (monthly averages)

	1965		1966		
	April	Oct.	Feb.	Mar.	April
Coal†	151·9	153·7	159·6	159·6*	159·6*
Slates	172·5	183·9	183·9	183·9	183·9
Salt	110·7	111·0	111·0	111·0	110·6
Flour	117·3	117·3	117·3	117·3	117·3
Sugar, refined	122·6	111·4	112·2	113·0	111·5
Chocolate and sugar confectionery	111·1	111·2	111·1	111·2	111·4*
Beer	126·1	127·2	128·0	128·0*	128·0*
Tobacco and cigarettes	151·5	154·6	154·6	154·6	154·6
Hard coke	177·0	177·0	177·2	177·2	177·2*
Motor spirit, standard grade (including duty)	122·7	122·7	122·7	122·7	122·7*
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9*
Lubricating oils and greases	128·9	128·9	130·0	130·0*	130·0*
General chemicals	100·9	100·8	101·9	101·9*	102·2*
Pharmaceutical chemicals	64·0	62·9	62·7	62·5	59·0*
Pharmaceutical preparations	101·2	101·4	102·9	103·1	102·5*
Toilet preparations	139·5	142·2	144·4	144·5	146·5*
Paint for building and decorating	116·0	116·3	116·1	116·5	116·7*
Soap	154·6	155·3	154·7	154·7*	154·7*
Soapless detergents	106·4	106·4	106·4	106·4	106·4*
Synthetic resins and plastic materials	74·7	74·8	74·5	74·6	74·6*
Steel sheets	135·4	135·4	135·2	135·2	140·6*
Tinplate	125·7	127·2	127·2	127·2	131·9*
Other steel goods (excluding tubes)	136·0	136·5	136·7	136·7	141·1*
Steel tubes	142·1	144·2	144·2	144·2	148·6*
Iron castings	148·4	150·1	151·6	152·7*	153·6*
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	145·2	145·2	145·2	151·2*
Rolled	136·3	136·3	136·3	136·3	142·0*
Castings	144·1	144·1	144·1	144·1	146·6
Forgings	138·3	138·3	138·3	138·3	138·6
Brass, ngot 65-35, B.S. 1400: B3, delivered	137·1	149·2	225·6	223·6	221·9
Photographic paper and films, etc.	126·0	126·1	126·1	126·1	126·1*
Spectacles, etc.	130·2	140·4	140·4	140·4	140·4
Dental goods	138·6	142·4	142·8	142·8	142·9
Gramophone records	138·5	138·5	138·5	146·3	146·5
Domestic electrical appliances	101·8	101·8	102·2	102·1	102·4*
Perambulators, etc.	128·0	128·0	128·0	128·0	128·0*
Tools and implements	151·4	151·9	153·9	154·1	154·1*

	1965		1966		
	April	Oct.	Feb.	Mar.	April
Cutlery	135·7	136·1	136·1	137·0	137·0*
Cutlery (other than razors and razor blades)	139·2	140·3	140·8	143·4	143·4*
Spoons and forks	154·9	157·8	159·2	161·1*	161·1*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	156·5	158·0	167·1	167·1*	167·1*
Domestic gas appliances	113·2	113·2	113·5	113·5	113·5
Cotton yarn	97·2	97·9	98·1	98·2	98·2
Spun rayon yarn	107·2	107·5	104·1	104·0	104·0*
Irish linen yarns (wetspun)	126·3	124·3	§126·6	127·3	127·6
Cotton cloth	105·6	107·0	106·9	107·0	107·0*
Linen	131·0	133·3	136·2	136·2	136·2
Rayon and acetate fabric	119·8	121·1	120·8	120·9*	120·9*
Wool tops	78·3	83·0	79·0	80·3	81·4*
Worsted yarns	90·7	95·9	96·3	97·0	97·5*
Harris tweed	108·3	111·8	111·8	111·8	111·8
Serge cloth	97·4	100·5	102·0	102·2	103·3
Jute yarn	125·4	125·4	133·2	134·2	134·2*
Jute piece-goods	127·8	128·4	139·7	141·9	141·9
Rope, twine and net	122·6	122·3	119·5	119·5*	119·5*
Hosiery and other knitted goods	100·5	101·3	102·0	102·1*	102·1*
Carpets and rugs	127·8	127·9	127·6	127·6	127·6*
Canvas goods and sacks	105·7	116·7	119·0	121·3*	121·3*
Leather for footwear	109·0	§115·9	123·8	127·0*	127·0*
Travel goods	127·8	128·9	132·3	132·3*	132·3*
Made-up clothing	114·1	115·6	116·5	116·6*	116·6*
Weatherproof outerwear	104·6	105·0	105·7	105·7*	105·7*
Men's and boys' tailored outerwear	115·9	118·0	118·7	118·8*	118·8*
Women's and girls' tailored outerwear	111·0	112·0	114·2	114·2*	114·2*
Women's and girls' light outerwear	112·2	113·9	114·6	114·6*	114·6*
Footwear (excluding rubber)	114·8	115·5	117·1	117·3*	117·3*
Refractory goods, including bricks	149·8	150·0	150·0	150·1*	150·3*
Non-refractory goods, including bricks	132·9	§133·5	133·6	133·6	133·9*
Building bricks, common, other than fletton, *ex works.*	139·5	§140·5	140·1	140·1	140·8*
Building bricks, fletton common, *delivered.*	119·3	119·3	120·0	120·0	120·0
Electrical porcelain	132·8	133·1	137·6	137·6	137·6*
Domestic china and earthenware	143·0	150·8	151·0	151·0	151·0*
Glass (other than containers)	135·6	§137·6	138·0	138·0	139·5*
Glass containers	129·6	130·7	130·7	130·7	130·7

*Provisional figure. †This index is based on prices ruling on the last day of the month. §Revised figure.

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WHOLESALE PRICES, *continued*

3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1965		1966		
	April	Oct.	Feb.	Mar.	April
Cement, delivered	124·5	131·0	128·0	128·0	128·0
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1
Cast stone and cast concrete products	118·1	118·5	118·9	118·9	118·9*
Home-grown hardwood	105·5	107·8	106·8	106·7	107·2*
Domestic furniture	122·8	125·8	126·8	126·9*	126·8*
Bedding, etc.	117·6	118·5	121·3	121·3	121·3*
Wooden boxes, packing cases, crates, etc.	123·7	124·9	127·3	127·3	127·3*
Paper and board	115·1	115·1	115·3	115·4*	115·4*
Cardboard boxes, cartons and fibreboard packing cases.	119·6	119·9	122·9	123·0	123·0*
Wallpaper	138·0	138·0	138·0	138·0	138·0
Paper bags	123·2	123·2	124·1	124·1	124·1*
Manufactured stationery	123·7	123·7	125·6	125·6*	126·3*
Other manufactures of paper and board	112·1	112·1	111·6	111·8*	113·5*
Rubber tyres and tubes	124·4	130·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	120·0	121·9	122·3	122·3*	122·3*
Rubber footwear	135·2	135·0	135·0	135·0	135·0*
Linoleum and felt base	142·0	142·0	142·4	145·6	148·2
Brushes and brooms	142·8	143·0	145·1	145·1*	145·1*
Toys and games	126·0	127·1	132·0	132·2	132·2*
Sports equipment	134·6	138·8	143·9	143·9*	143·9*
Pens and pencils	115·4	115·7	116·0	116·0*	116·0*
Other stationers' goods	132·7	133·4	133·4	133·4	133·4
Plastic mouldings	105·9	106·2	106·2	106·2*	105·8*

* Provisional figures.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1965		1966		
	April	Oct.	Feb.	Mar.	April
Hides and skins	92·2	103·7	125·3	137·2	141·8*
Imported	98·0	110·8	139·2	151·6	157·1*
Native	83·5	93·1	104·4	115·6	118·9*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6*
Copper, ex-ship, wharf or warehouse†	196·7	204·5	273·4	273·4	278·2
Lead, ex-ship, wharf or warehouse†	132·8	115·4	109·7	110·1	105·5
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9*
Tin, ingot, min. 99·75 per cent, settlement price	198·9	202·2	195·4	190·2	189·7
Zinc, ex-ship, wharf or warehouse	146·5	142·6	139·0	139·5	129·2
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	114·8	105·6	105·8	103·9	103·9*
Palm oil, c.i.f., in bulk	129·7	108·1	106·7	106·7	106·7*
Whale oil, acid, soft, naked, ex-works	104·0	82·4	82·0	86·1	86·1*
Pyrites, c.i.f., United Kingdom ports	60·7	64·7	64·1	63·5	71·6
Rubber, No. 1 R.S.S. one month future	109·4	97·0	104·3	104·3	100·8
Sulphur, crude (for acid making), c.i.f.	71·9	82·0	104·7	104·7	104·7
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	156·7	157·5	159·1	160·3	160·9*
Cotton, raw	70·8	69·9	69·6	69·1	68·5*
Jute, raw, 'Export Firsts', c.i.f. Dundee	148·5	139·9	165·0	166·9	166·2*
Jute, raw, 'Export Lightnings', c.i.f. Dundee	149·9	135·4	162·2	163·7	166·1*
Silk, raw, delivered mill	142·6	144·1	151·4	158·0	157·8*
Sisal, East Africa No. 1 Grade, c.i.f. London	109·1	97·1	98·0	95·7	95·7*
Wool, raw	76·4	83·1	82·5	85·6	85·6*
Crossbred, medium and coarse, c.i.f. U.K.	89·4	95·2	88·5	90·6	90·6*
Crossbred, fine, c.i.f. U.K.	75·8	84·7	83·7	88·1	88·1*
Merino, c.i.f. U.K.	70·0	76·8	79·0	82·1	82·1*
Timber:					
Imported hardwood (ex-yard or wharf)	114·8	115·6	116·0	116·9*	116·9*
Imported plywood (delivered to consumers)	119·2	116·1	116·9	116·6	116·6*
Imported softwood (delivered to consumers)	118·2	118·5	118·4	118·4	118·7*
Woodpulp, imported	104·4	103·1	101·0	10 ·9*	100·9*

* Provisional figures.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 25 1966.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for February 1966, prepared by the Ministry of Commerce, is 149 (1958=100). This is 4 points higher than for January 1966 and 2 points higher than for February 1965.

The index numbers for the main industrial groups for February 1966, with the increase or decrease on February 1965 shown in brackets are: textiles 140 (+4 points); clothing 121 (− 8); engineering and metals 121 (+19); food, drink and tobacco 111 (−9); timber and furniture 115 (+12); other manufacturing industries 328 (−13); construction 160 (−22); gas, electricity and water 219 (+23).

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Telephone inquiries should be made to Waterloo 6977, Ext. 472.

The catering trades in 1964

Introduction

This article describes the large scale Inquiry into the Catering Trades taken, in respect of business done in 1964, under Section 1 of the Statistics of Trade Act 1947, as part of the Annual Inquiry into the Distributive and Service Trades. The 1964 Inquiry aimed at providing (a) estimates of capital expenditure and stocks as new benchmarks for subsequent annual and quarterly inquiries, and (b) an analysis of turnover in catering establishments for use in improving data on consumers' expenditure for national income and expenditure purposes and as a benchmark for the monthly series of turnover in the catering trades.

In Table 1 are figures for the estimated turnover of all catering establishments analysed by various headings and Table 1A shows the percentage of total establishments and total turnover added for non-registered and non-responding traders for the four kinds of business where this procedure was followed. (Non-registered traders were those traders not on the lists supplied by local authorities which formed the basis of the register and non-responding traders were those traders who received but did not complete the inquiry form.) In Table 2 are shown figures for stocks and capital expenditure, and in Table 2A the allowances which were added for non-registered and non-responding traders.

RESULTS OF THE INQUIRY

The total turnover of the catering trades, excluding registered clubs whose total income was £203 million, was £2,036 million; the turnover of public houses at *£1,033 million was just over half the total, and restaurants, cafes and snack bars was the next largest kind of business with a turnover of £413 million.

The pattern of turnover was similar to that ascertained in the 1960 Inquiry into catering (published in the *Board of Trade Journal* of December 29, 1961). Nearly half of the total sales were of alcoholic drinks, and about one-third represented meals. Of the latter about one-sixth is accounted for by canteens, who have on average only half the turnover per establishment of restaurants, cafes, snack bars etc. The small number of licensed clubs have an average turnover about the same as managed public houses, but sell rather more meals in relation to drinks. Registered clubs on the other hand, of which there are ten times as many, though with smaller average sales, sell much more drink, which accounts for the greater part of their turnover – a similar proportion to that of public houses.

The experience gained in 1960 made a more thorough inquiry possible in 1964, and, as a result, it is now clear that there was a substantial underestimate in the results of the previous inquiry covering the year 1960, largely because of the considerable number of businesses that were not registered. It is not possible to estimate the extent of non-registration in 1960, and there is therefore no valid basis for comparison between the two inquiries. In particular it is not possible to make a direct comparison between the figures for multiple organizations; for example, they included under the heading hotels and holiday camps in 1960 organizations operating holiday camps and some multiple unlicensed hotels whereas in the 1964 Inquiry this heading included only multiple licensed hotels. Also, the increase in the number of canteens from 14,620 in 1960 to 21,102 in 1964 is not a real increase but largely reflects the fact that the use of census of production material resulted in better identification of units.

CAPITAL EXPENDITURE IN 1964

Capital expenditure in catering businesses (included licensed clubs), shown in Table 2, is estimated to have amounted in 1964 to £67 million, more than half of this being accounted for by new building work. Expenditure on capital items by restaurants, cafes and snack bars, approached £22 million, almost a third of the total, although this kind of business accounted for only a fifth of catering receipts; a figure not far below this was recorded by licensed hotels and holiday camps. Capital expenditure in public houses was much lower in relation to receipts, but considerable expenditure on public houses is reported by some brewers in the censuses of production. Their managed public houses are normally run as a separate activity by brewers, and in general capital expenditure at these premises is reported by them (along with turnover and stocks) in the catering inquiry. But the brewer also acts as landlord of, and supplier to, public houses run by tenants, and capital expenditure by the brewer for these premises is returned in the census of production. The tenant is responsible for sales and stocks, but many have their own expenditure on capital account, which is reported by them in the catering inquiry.

SCOPE OF THE INQUIRY

Businesses in scope of the Inquiry who were required to return information fell into two classes. (1) Businesses whose main activity was in catering, that is, providing meals, refreshments, drink or accommodation, were required to return their stocks, capital expenditure and turnover. The figures returned for businesses in this category related to each business as a whole, whether or not it owned establishments in more than one kind of catering business, and organizations were classified to their main business.

(2) Businesses, whose main activity was in some other field but which included some establishments engaged in catering, were required to return the turnover of their catering establishments only. The establishments in this category included in the inquiry were industrial and other canteens; bars and restaurants in cinemas, theatres and sports grounds, etc., and establishments operated by the Hotels and Catering Services Division of the British Transport Commission. The inquiry did not cover catering establishments of organizations mainly engaged in retailing for which information will be obtained in the Census of Distribution for 1966, nor schools and hospitals (unless provided by an outside caterer in scope of the inquiry), hostels and service canteens; alternative sources are available for estimating consumers' expenditure in these fields.

Unlicensed hotels and boarding houses and other smaller establishments offering residential accommodation were not included in the 1964 inquiry because the lack of an adequate register of these establishments made their inclusion impractical. The inquiry was supplemented, however, by a survey carried out towards the end of 1964 by the Government Social Survey, and this is discussed at the end of this article.

METHOD OF CONDUCTING INQUIRY

Care was taken to ensure that no overlap occurred with other inquiries carried out by the Board of Trade. Thus those brewery companies who include capital expenditure on their public houses in their census of production returns were not required to provide information about these items in the catering inquiry. Some firms provide voluntarily quarterly returns of capital expenditure and stocks, and these firms were only required to complete an analysis of turnover in the catering inquiry.

In addition to the main inquiry, two voluntary inquiries were carried out, one into managed public houses and the other into registered clubs. A sample of managers in managed public houses were asked to give figures of receipts from catering done on their own account. This inquiry was taken to obtain estimates of the amount of catering done by managers on their own account since this could not be reported by the breweries owning the public houses when making returns of stocks, capital expenditure and turnover in the normal course of the inquiry. Registered clubs were asked to provide an analysis of their income and expenditure since it was thought that a substantial amount of consumers' expenditure could lie in this field, and there was little information available to measure it.

* Included in the turnover of public houses was £2.2 million for catering done by managers on their own account.

Analysis of turnover of catering organizations 1964

TABLE 1 – ALL BUSINESSES IN GREAT BRITAIN

Kind of Business	Number (g) of Establishments	Total Turnover	Sales of Meals and Refreshments	Sales of Alcoholic Drinks	Receipts for Residential Accommodation	Receipts for Other Services	Sales of Cigarettes and Tobacco	Sales of Other Goods
		£'000	£'000	£'000	£'000	£'000	£'000	£'000
Total (a)	150,860	2,036,097	655,006	946,551	137,504	17,303	239,656	40,077
Hotels and Holiday Camps	8,946	285,500	65,935	74,542	123,883	6,814	10,601	3,725
Multiple hotels (b)	367	36,039	12,803	8,438	12,230	1,411	970	187
Other licensed hotels	8,456	223,169	51,662	63,336	93,453	4,360	8,831	1,527
Holiday camps	123	26,292	1,470	2,768	18,200	1,043	800	2,011
Public Houses	68,905	1,033,131	57,210	796,024	9,757	1,802	159,244	9,094
Managed for brewery companies (c)	14,835	369,784	27,538	277,910	5,659	1,182	54,169	3,326
Brewery owned houses run by tenants	51,009	603,394	21,097	473,701	3,334	525	99,204	5,533
'Free' houses	3,061	59,953	8,575	44,413	764	95	5,871	235
Restaurants, Cafes, Snack Bars	32,523	412,971	311,565	41,353	2,051	7,360	32,283	18,359
Multiple organizations (b) (d)	2,304	85,007	49,311	15,539	410	5,728	6,355	7,664
Independents	30,219	327,964	262,254	25,814	1,641	1,632	25,928	10,695
Fish and Chip Shops	17,234	100,871	94,852	18	2	29	4,535	1,435
Canteens	21,102	144,666	106,377	2,340	1,229	308	28,208	6,204
Run by catering contractors (e)	3,021	30,775	23,110	1,193	292	76	5,094	1,010
Other canteens	18,081	113,891	83,267	1,147	937	232	23,114	5,194
Outside Catering Contractors	105 (f)	7,075	4,733	956	—	178	553	655
Licensed Clubs	2,045	51,883	14,334	31,318	582	812	4,232	605
	Number of Clubs	Total Income	Sales of Meals Excluding Alcoholic Drinks	Sales of Alcoholic Drinks	All Other Sales	Total Subscriptions Received During Year		
		£'000	£'000	£'000	£'000	£'000		
Registered Clubs	21,610	202,932	9,241	153,631	26,609	13,451		

(a) Excludes registered clubs. (b) Organizations with 10 or more establishments. (c) Includes hotels managed for brewery companies. (d) Includes restaurants and restaurant cars operated by the British Transport Commission. (e) May include catering receipts – other than from canteen contracting. (f) Number of organizations, not establishments. (g) All establishments of organizations were classified to the organizations' main kind of business (see notes).

Turnover and number of establishments estimated for non-response and non-registered traders as a percentage of totals by kind of business

TABLE 1A

Kind of Business	Total Number of Establishments	Total Turnover	Estimates from Completed Returns (a)		Estimates for Non-Response (b)		Estimates for Non-Registered Traders (c)	
			% of Total Establishments	% of Total Turnover	% of Total Establishments	% of Total Turnover	% of Total Establishments	% of Total Turnover
		£'000						
Licensed hotels	8,823	259,208	51·2	76·7	13·6	7·7	35·2	15·6
Public houses	68,905	1,033,131	79·2	82·3	12·9	10·7	7·9	7·0
Restaurants, cafes, snack bars	32,523	412,971	72·5	70·0	15·7	16·1	11·8	13·9
Fish and chip shops	17,234	100,871	65·9	63·1	13·0	16·1	21·1	20·8

(a) Includes grossed up figures for sample field. (b) Non-responding traders – received forms but did not satisfactorily complete the returns. (c) Non-registered traders were those not on local authority lists of catering establishments.

Register construction

The inquiry was conducted as a sample survey based on a register of caterers built up in the manner described below.

In order to save the considerable expense of a complete enumeration of all sampled areas, local authorities in England, Wales and Scotland were approached to provide lists of catering establishments in their area, compiled in England and Wales for the purposes of inspection under the Food Hygiene Regulations, 1955, and by Scottish local authorities for the purposes of the Food Hygiene (Scottish) Regulations, 1959. It was realized in reviewing the 1960 results that there were shortfalls in the lists of some local authorities, a sample enumeration was therefore carried out in the 1964 Inquiry to measure the deficiency in the register built up from local authority lists.

A list of large independent hotels and large restaurants was compiled from the register used in the 1960 Inquiry and from directories and guides of hotels and restaurants in this category. It was also supplemented by information supplied by Ministry of Labour on large licensed hotels and large restaurants.

Multiple organizations were defined as having 10 or more establishments, and those which could be identified from handbooks were added to the existing list of multiple organizations derived from the 1960 Inquiry.

A list of holiday camps was compiled from the existing register, supplemented by information from trade sources, and from advertisements in the national papers. A letter of inquiry was sent to any organization thought to be a holiday camp, and from answers received to this letter further additions to the register were made.

The lists of catering establishments supplied by local authorities included registered and licensed clubs, but not always was a clear distinction made between the two types of clubs. Customs and Excise were able to supply lists of registered clubs, and the

(*Continued on next page*)

THE CATERING TRADES IN 1964, *continued*

elimination of these from clubs listed by local authorities enabled a list of licensed clubs to be compiled.

The lists provided by each of the 31 collectors of Customs and Excise constituted the register of registered clubs.

A register of managed public houses was compiled from the lists that brewery companies kindly supplied.

The remaining types of catering establishments, which included licensed hotels, licensed boarding houses, public houses, restaurants, snack bars, etc., fish and chip shops and canteens were identified from the lists kindly supplied by local authorities.

The sampling scheme

In the inquiry full coverage (i.e. a 1 in 1 sample) was extended to all known large independent licensed hotels, large restaurants, multiple organizations and holiday camps. The remainder of the field, except for the two voluntary inquiries, was then covered by a 1 in 8 sample stratified by type of local authority area and kind of business. Local authority areas were first classified into four strata as follows:

1. Local authorities in Scotland.
2. Local authorities in England and Wales in areas where the population was 250,000 or more.
3. Local authorities in England and Wales in areas classified as holiday resorts.
4. Other local authority areas in England and Wales.

The register of catering establishments was built up from lists which were requested from all local authorities in stratum 1 and stratum 2, from a 1 in 2 sample of local authorities in stratum 3, and from a 1 in 4 sample of local authorities in stratum 4. The lists of catering establishments received for each of these strata were then sorted according to the kind of business it was engaged in, e.g., public house or restaurant. The sample was then drawn for each kind of business by taking a 1 in 8 sample of those in stratum 1 and stratum 2, a 1 in 4 sample of those in stratum 3 and a 1 in 2 sample of those in stratum 4.

For the two voluntary inquiries a different sample scheme was used. Managed public houses were covered by taking a 1 in 6

Stocks and capital expenditure of catering organizations 1964

TABLE 2 – ALL BUSINESSES IN GREAT BRITAIN

Kind of Business	Total Turnover	Stocks		Fixed Capital Expenditure (a)					
		At Beginning of Year	At End of Year	Total (Net)	New Building Work	Vehicles		Other Capital Equipment	
						Acquired	Disposed of	Acquired	Disposed of
	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Total (b)	2,036,097	68,867	79,349	67,224	38,533	8,361	3,099	23,980	551
Hotels and Holiday Camps	285,500	9,554	10,686	19,965	14,198	1,529	576	4,897	83
Multiple hotels	36,039	1,330	1,471	4,727	4,668	5	2	56	—
Other licensed hotels	223,169	7,925	8,910	11,233	6,397	1,478	562	4,000	80
Holiday camps	26,292	299	305	4,005	3,133	46	12	841	3
Public Houses (c)	1,033,131	47,210	54,587	17,295	9,712	2,647	974	6,065	155
Managed for brewery companies	369,784	21,585	24,909	9,708	6,907	160	46	2,800	113
Brewery owned houses run by tenants	603,394	22,873	26,514	6,146	1,892	2,209	802	2,879	32
'Free' houses	59,953	2,752	3,164	1,441	913	278	126	386	10
Restaurants, Cafes, Snack Bars	412,971	8,690	9,892	21,694	10,945	2,496	888	9,361	220
Multiple organizations	85,007	1,721	2,159	5,610	2,829	132	24	2,756	83
Independents	327,964	6,969	7,733	16,084	8,116	2,364	864	6,605	137
Fish and Chip Shops	100,871	995	1,086	2,967	836	1,337	555	1,421	72
Canteens	144,666	691	756	53	9	26	14	37	5
Run by catering contractors	30,775	691	756	53	9	26	14	37	5
Other canteens	113,891	—	—	—	—	—	—	—	—
Outside Catering Contractors	7,075	203	236	148	21	73	25	82	3
Licensed Clubs	51,883	1,524	2,106	5,102	2,812	253	67	2,117	13

(a) Information was also collected about land and existing buildings. Acquisitions totalled £14,880,646 and Disposals £3,267,208. (b) Excluding stocks and capital expenditure for British Transport Commission. (c) Excludes capital expenditure and stocks of public houses for which figures have been included in returns made in the census of production by brewery companies covering the whole of the business.

Estimates included in table 2 for non-response and non-registered traders

TABLE 2A

Kind of Business	Turnover	Stocks		Fixed Capital Expenditure					
		At Beginning of Year	At End of Year	Total (Net)	New Building Work	Vehicles		Other Capital Equipment	
						Acquired	Disposed of	Acquired	Disposed of
	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000	£'000
Licensed Hotels									
Non-response	20,010	649	758	1,028	518	204	75	386	5
Non-registered traders	40,501	1,314	1,528	1,998	967	439	165	766	9
Public Houses									
Non-response	109,646	4,167	4,828	1,025	278	396	142	499	6
Non-registered traders	72,240	2,838	3,297	1,055	507	267	105	392	6
Restaurants, Cafes, Snack Bars									
Non-response	66,675	1,368	1,542	3,658	1,985	459	162	1,408	32
Non-registered traders	57,472	1,159	1,302	3,094	1,651	406	147	1,209	25
Fish and Chip Shops									
Non-response	16,252	155	165	448	110	211	84	224	13
Non-registered traders	21,015	205	223	617	169	286	120	296	14

sample from the register of managed public houses. The sample of registered clubs was stratified by the 31 Customs and Excise areas, a 1 in 5 sample from the London area and a 1 in 10 sample from each of the other areas was taken.

Grossing up the results

Allowance was made when compiling the results for deficiencies in the register and for non-response. In adjusting for these deficiencies catering traders were classified into

1. Those to whom the results of the sample enumeration were not applicable and where a single grossing factor could be used.
2. Canteens.
3. Those comprising the 1 in 1 sample field.
4. Those to whom the results of the sample enumeration and non-response follow-up could be applied.

For businesses in the first category the realized sampling fraction was used as a grossing factor. The four kinds of business for which this method was used were licensed clubs, holiday camps, and in the two voluntary inquiries managed public houses and registered clubs. The number of licensed clubs was known from Home Office Licensing Statistics, and the factor used for grossing up licensed clubs was the ratio, number of licensed clubs given by the Home Office mid-1964 Survey over the number of licensed clubs responding to the inquiry. Although holiday camps were in the 1 in 1 sample field, not all replied, and the figures for holiday camps were grossed up by the ratio of the number of responders to the inquiry to the number of holiday camps on the register. The amount of catering done by managers on their own account was also estimated by grossing up the figures received by the ratio of the number of responders to the inquiry to the number of managed public houses on register. The figures for registered clubs were grossed up within each of the Customs and Excise collectors' areas using the ratio of the number of responders in that area to the number of registered clubs in that area.

Figures for canteens were estimated in three parts. Firstly, canteens operated by multiple catering contractors were followed up for complete response. Secondly, non-manufacturing canteens selected 1 in 8 from local authority lists were grossed up by using the realized sampling fraction and then applying a correction for the small number of local authorities which did not provide lists. Lastly, figures for manufacturers' canteens were derived from data collected in the Census of Production, 1963, and adjusted to a 1964 basis by multiplying by the factor 121/115, which is the ratio of the turnover indices for canteens for 1964 and 1963 derived from returns made by voluntary contributors and published monthly in the *Board of Trade Journal*.

Traders in category (3) i.e. those comprising the 1 in 1 field, were followed up for complete response except for holiday camps.

The remaining traders in category (4) were in four kinds of business – hotels, public houses, restaurants, snack bars, etc., and fish and chip shops. The grossing up procedure for each kind of business was carried out in four stages. First an allowance was made for the failure of a few local authorities to provide lists; this was done by multiplying the figures by the ratio, total population of selected local authority areas over the total population of responding local authority areas. The second stage was to gross up the estimate resulting by the inverse of the sampling fraction (i.e. 8). Next an adjustment was made for deficiency in the lists supplied by local authorities, and, lastly, an allowance was made for traders who did not respond to the inquiry.

The allowance for deficiency in the local authority lists of catering establishments was arrived at by fully enumerating all establishments apparently engaged in catering in a sample of the local authority areas for which lists were obtained. The areas in the sample enumerated covered approximately 1 in 15 of the population or 1 in 19 of all areas in Great Britain. The results for each enumerated area were compared with the local authority list of establishments provided for that area, and any deficiencies in the lists noted. A short questionnaire asking for the nature of the business and its turnover was then sent to each trader who had been omitted from the register. From the replies to this short form an estimate of the turnover by kind of business of these non-registered traders was made. In conjunction with the enumeration of local authority areas a sample of 1 in 4 of the traders who did not respond to the main inquiry were visited and asked to give their turnover figure. An estimate of the turnover of non-responding traders was obtained in this way.

It was necessary to break down the estimates of turnover for non-registered and non-responding traders into the various headings, sales of meals, etc. This was done by allocating their turnover between the headings in the same proportion as was found for traders in the same kind of business with a similar turnover.

The estimates for stocks and capital expenditure of non-registered and non-responding traders was also arrived at by imputing figures from the figures of stocks and capital expenditure of traders in the same kind of business with a similar turnover who did respond to the inquiry.

Firms whose turnover was less than £5,000 were not asked to complete the analysis of turnover or the stocks and capital expenditure questions. The breakdown of the turnover of these firms was estimated by assuming that the breakdown was proportionately the same as for firms in the same kind of business with a turnover between £5,000 and £10,000. Estimates of stocks and capital expenditure were made by imputing figures from traders in the same kind of business whose turnover was between £5,000 and £10,000.

A regional breakdown of establishments and turnover for hotels, public houses, restaurants, cafes and snack bars, and fish and chip shops is being prepared, and will be available later this month; anyone who wishes to have this or any other information should write to the Chief Statistician, Board of Trade, Census Office, Lime Grove, Eastcote, Ruislip, Middlesex (Tel. Pinner 8771, Ext. 18).

REGISTERED CLUBS

In addition to the information on turnover given in Table 1, registered clubs were asked for details of their expenditure; it was found that registered clubs spent £17.9 million on new building work, £29.9 million on wages and salaries, and £4.8 million on payment for rent and rates, making a total expenditure of £52.6 million. The £17.9 million spent on new building work is largely outside the catering field since it covers items concerned with the clubs' activity, e.g., new squash courts, new changing rooms, etc., and is therefore not included in the total capital expenditure in the catering field.

UNLICENSED HOTELS, BOARDING HOUSES, ETC.

To supplement the 1964 Catering Inquiry a *survey was carried out towards the end of 1964 by the Government Social Survey which ascertained, by means of an inquiry directed towards members of the public, the amount of expenditure during the calendar year 1964 on accommodation while on holiday and on other visits away from home.

The sample of members of the public who were approached in this survey were asked for the total amount paid to the establishments in which they stayed for one night or more. The amounts reported therefore included the cost of meals and other services when provided by the establishment. Excluded is expenditure on accommodation occupied permanently.

The results of this survey indicate that for 1964 expenditure in Great Britain on residential accommodation at unlicensed hotels, boarding houses and hostels, including expenditure on camping and on renting rooms by all Great Britain residents, amounted to £120 million.

The survey also indicated that expenditure by all Great Britain residents on residential accommodation at licensed hotels and holiday camps amounted to £110 million. This figure is not comparable with that in Table 1 above which shows the receipts for residential accommodation in licensed hotels and holiday camps, etc., as £138 million for two main reasons. First, the Social Survey inquiry did not cover the expenditure of foreign visitors; and second, the payments reported in the Social Survey inquiry will, in many cases, have included amounts for meals and refreshments which are declared as such in the returns made to the Board of Trade and so analysed in Table 1.

It seems unlikely that the amount of expenditure by foreign visitors in unlicensed hotels and boarding houses will be very large, and thus the amount of £120 million for the expenditure of Great Britain residents on accommodation away from home at unlicensed hotels, boarding houses, etc., probably only slightly underestimates the total takings of these establishments.

NOTES

Classification to kinds of business relates to the organization as a whole and not to individual establishments. This affects those

* Expenditure on accommodation while away from home – 1964, by W. F. F. Kemsley, No. SS721/2. The Government Social Survey, Atlantic House, Holborn Viaduct, London, E.C.1. Price 15s

multiples with establishments in more than one kind of business. Classification is usually based on the traders' own description, but in order to help distinguish between public houses and hotels (whose activities overlap) use was made of the analysis of turnover; organizations were classified to the hotels group if both accommodation accounted for more than one-fifth and accommodation and meals accounted for more than a half of the total turnover.

Licensed clubs and registered clubs

The distinction between these two types of club is a legal one, a licensed club being operated by a person as a business where the profits accrue to the owner, whereas a registered club is not a profit-making organization but provides a service for its members.

Outside catering contractors

In the 1964 Inquiry traders were classified to the kind of business 'outside catering contracting' if their main business was general outside catering contracting (e.g. catering at receptions) and not operating canteens (see below). It should be noted that in the 1960 Inquiry 'outside catering contractors' by the current definition were included under the heading restaurants, cafes and snack bars, whereas in the 1964 Inquiry the two kinds of business are shown separately (see Tables 1 and 2). The figures for outside catering contractors shown in Tables 1 and 2 may have a substantial sampling error, but it was thought to be worth distinguishing those businesses whose main business is outside catering contracting to indicate the approximate size of this particular activity.

Canteens operated by catering contractors

These were defined to be those canteens run by catering contractors whose main business was operating canteens.

These definitions differ from those used in the 1960 Inquiry where 'catering contractors' were those catering contractors operating 10 or more canteens, and catering contractors not operating 10 or more canteens (which included outside catering contractors) were included in the heading 'restaurants, cafes, snack bars'.

Description of terms used

1. Turnover includes service charges added to customers' bills, the face value of luncheon vouchers received, and receipts from outside catering. Subsidies received by individual canteens are excluded.

2. Stocks are shown at the values adopted for balance sheet purposes; they include duty in the case of dutiable goods held out of bond.

3. Capital expenditure represents all expenditure charged to the capital asset accounts. Capital items bought on hire purchase are included as are any progress payments made during the year on buildings or other capital assets. The value of any asset acquired in taking over an existing business, expenditure on intangible assets such as goodwill, and progress payments made before the beginning of the year are excluded. New building work includes, besides the construction of new buildings, the extension or improvement of old buildings, and the cost of any newly constructed buildings purchased. Architects' and surveyors' fees, legal charges, stamp duties, agents' commissions, etc., are included.

Year of return

Firms were required to make returns in respect of the calendar year 1964, but if this was not their business year returns were accepted for a year ending on any date from April 6, 1964, to April 5, 1965.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964, during the week ended Friday, May 6, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 29: *After Harold Fell*	Br/E 31250	9	May 2	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
A Touch of Scotland	Br/E 31251	18	May 2	Columbia Pictures Corp. Ltd.	Anvil Films (Scotland) Ltd.
Invasion	Br/E 31252	82	May 4	Warner-Pathe Distributors Ltd.	Merton Park Productions Ltd.
Look at Life Series 29: *Music by the Mile!*	Br/E 31256	9	May 5	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Othello	Br/E 31257	167	May 6	B.H.E. Distributors Ltd.	B.H.E. Productions Ltd.
Pathe Pictorial Series 586/598: *Pathe Pictorial No.* 594	Br/E 31258	8	May 6	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Universe	Br/E 31259	27	May 6	British Film Institute	National Film Board of Canada
Movietone News 1925	Br/E 30865	7	May 6	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1925A	Br/E 30866	8	May 6	,, ,,	,, ,,
Pathe News 66-35	Br/E 30951	8	May 6	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-36	Br/E 30952	7	May 6	,, ,,	,, ,,
			FOREIGN		
Casanova 70	F 31246	101	May 2	Paramount Film Service Ltd.	C. C. Champion s.p.a., Rome, and Les Films Concordia, Paris.
Boeing Boeing	F 31247	102	May 2	,, ,,	Hal B. Wallis and Joseph H. Hazen.
The Sucker (Le Corniaud)	F 31248	111	May 2	Gala Film Distributors Ltd.	Les Films Corona, Paris.
The Third Musketeer	F 31249	6	May 2	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Hollywood in Yugoslavia	F 31253	12	May 5	Connoisseur Films Ltd.	Axel John Filmproduktion, Munich.
A Man Could Get Killed	F 31254	98	May 5	Rank Film Distributors Ltd.	Universal International Films Inc.
Moment to Moment	F 31255	108	May 5	,, ,,	,, ,,

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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HMSO

Production of man-made fibres in March

TOTAL PRODUCTION by weight of man-made fibres in March was at a record level of 84.5 million lbs., an increase of 8 per cent over March last year (78.2 million lbs.) the previous highest total for any single month. Within the current total output of continuous filament and staple fibre was respectively 13 and 4 per cent more than in March 1965.

Total deliveries of man-made fibres in the three months January-March were 2 per cent more than in the same period of 1965.

Deliveries of continuous filament to the home user industries were 16 per cent more than in the first quarter of 1965; deliveries for weaving and to the warp-knitting industry were both 8 per cent more and for industrial purposes 11 per cent more; deliveries to the hosiery industry were 47 per cent more than the rather low figure for the first quarter last year.

Deliveries of staple fibre to the home user industries were 3 per cent less than in the same quarter last year; within the total, deliveries to the wool spinning industry were 10 per cent more and those to the cotton spinning industry 13 per cent less.

Deliveries of continuous filament yarn and staple fibre for export were 23 per cent less and 2 per cent more respectively than in the corresponding quarter last year.

(million lb. 'Delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1964 4th quarter	101·2	122·4	223·6
1965 1st quarter	102·9	122·8	225·8
1965 4th quarter	98·8	116·2	215·0
1966 1st quarter	108·1	120·5	228·6
1965 January	34·9	41·3	76·2
February	32·9	38·5	71·4
March	35·2	43·0	78·2
1966 January	33·9	37·8	71·8
February	34·4	37·9	72·3
March	39·7	44·8	84·5

Deliveries of continuous filament yarns

(Thousand lb. actual weight)

	Year 1964	Year 1965	1964 Oct.-Dec.	1965 Jan.-March	1965 Oct.-Dec.	1966 Jan.-March
Weaving	87,133	89,080	22,685	22,950	23,868	24,709
Hosiery	56,831	55,159	14,342	12,878	16,957	18,867
Warp knitting	42,625	47,151	10,995	12.240	12,712	13,278
Industrial purposes (tyres, etc.)	95,732	106,019	25,931	26,388	29,244	29,219
Other purposes	13,257	12,793	2,918	3,311	3,309	4,319
Exports as yarn (a)	94,556	87,227	25,334	24,556	20,782	18,797
Total	390,133	397,428	102,205	102,325	106,871	109,189

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(Thousand lb. actual weight)

	Year 1964	Year 1965	1964 Oct.-Dec.	1965 Jan.-March	1965 Oct.-Dec.	1966 Jan.-March
Cotton spinning	136,654	125,728	34,731	34,410	29,824	29,838
Wool spinning	127,352	125,493	32,038	29,415	34,281	32,468
Flax spinning	38,296	29,419	10,956	9,196	6,034	6,728
Other spinning systems and sundries	47,275	53,983	12,505	12,716	13,399	13,884
Exports (a)	110,359	116,110	31,462	30,862	28,887	31,447
Total	459,937	450,734	121,693	116,599	112,425	114,366

(a) The figures refer to deliveries from the industry for export and may differ from the total recorded as exports in the monthly trade accounts.

Gold reserves in April

HM TREASURY announce that the gold and convertible currencies reserves fell by £19 million during April to stand at £1,257 million at the end of the month.

The Cotton Board and the Export Council for Europe brought a party of Swedish buyers of cotton silk and man-made fibre dress fabrics to Manchester on May 1 to see the new season's ranges of dress goods. The visitors, who represented both wholesale and garment manufacturing interests, were accompanied by an official of the British Embassy in Stockholm. Nearly 40 leading British firms responded to the invitation to show their ranges to the Swedish party. This picture shows the visitors at the warehousing and garment manufacturing plant of Marshall Fabrics Ltd. at Manchester.

Digest of Scottish Statistics

THE 27TH ISSUE of the Digest of Scottish Statistics was published recently by HMSO, price 7s. 6d. (8s. 1d. including postage). The Digest is prepared by the Scottish Statistical Office. Many of the statistics in the industrial section are provided by the Board of Trade.

Industrial building projects for manufacturing industry with a total floor area of 10.7 million square feet were approved in 1965 – a figure which exceeded the floor area of projects approved in the previous two years together. Provisional figures indicate that projects with a floor area of 4.3 million square feet were completed during the year, and that projects totalling 7.4 million square feet were under construction at the end of the year. Included in the industrial activity section is the quarterly Index of Industrial Production in Scotland. The index for the year 1965 was 129 (1958=100), 4 per cent higher than in 1964, with manufacturing output up by 4.9 per cent, construction by 1.5 per cent, gas, electricity and water by 7.5 per cent, but mining and quarrying down by 3.6 per cent.

Within manufacturing all the major industry groups contributed to the increase over 1964 with the exception of vehicles and chemicals. Food, drink and tobacco had the largest increase (9.7 per cent) which was mainly because of a 17.3 per cent rise in the output of potable spirits (mainly whisky) to 133 million proof gallons. The output of engineering and electrical goods was increased over the previous year by 7.1 per cent and contributed 16.8 per cent of the total production of all the industries covered by the Index.

Another notable increase was the rise of 4.3 per cent in the output of shipbuilding and marine engineering – the first time a year-to-year increase has been recorded since 1956. Merchant ships completed during the year totalled 405 thousand gross tons, the highest figure since 1960.

Included for the first time in this issue of the Digest are employee activity rates (by sex and age groups), seasonally adjusted unemployment figures and the value of new orders obtained by construction contractors.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.

Retail sales in March

THE SEASONALLY ADJUSTED index of the volume of retail sales for the three months ended March was 110 (1961=100), one point higher than during the last quarter of 1965. For each of the months since November, however, the index has alternated between 110 and 109, suggesting that there has been a gentle levelling out in the upward underlying trend. Sales by food shops in volume terms have shown almost no change between the final quarter of 1965 and the first three months of this year, the index for both quarters in rounded terms being 105, but sales by non-food shops have increased by about 1½ per cent.

The index of the total value of retail sales during the first quarter of 1966, on a seasonally adjusted basis, was 124 (1961=100), and in unrounded terms this was two points higher than during the last quarter of last year. This suggests that the upward movement in the underlying trend apparent since the middle of last year has continued. As in the volume series most of the increase in the value series during the first quarter was caused by a rise in sales by non-food shops, particularly for the groups classified as 'clothing and footwear' shops and 'other non-food' shops.

The seasonally adjusted indices for the month of March take into account the effect of pre-Easter buying; the appropriate adjustment in this respect is difficult to estimate in view of the varying date of Easter, and the March seasonally adjusted indices contain in consequence a greater margin of uncertainty.

Table 1—Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1965 1st quarter	118	116	121	117	121	122
2nd quarter	119	117	120	115	120	123
3rd quarter	121	119	123	118	121	126
4th quarter	123	122	124	118	122	127
1966 1st quarter	124	122	127	120	122	131
1965 March	119	117	122	120	122	124
April	118	117	119	114	120	122
May	119	117	121	118	121	124
June	119	117	120	113	120	123
July / August / September	121	119	123	118	121	126
October	121	121	122	113	124	127
November	124	122	126	124	122	129
December	123	123	123	118	121	126
1966 January	124	122	126	121	126	129
February	124	122	125	118	121	130
March	125	122	128	122	121	134

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1965 1st quarter	108	104	111
2nd quarter	107	104	110
3rd quarter	108	104	111
4th quarter	109	105	112
1966 1st quarter	110	105	114
1965 March	108	104	113
April	106	103	109
May	108	104	111
June	107	103	110
July / August / September	108	104	111
October	108	104	110
November	110	105	114
December	109	106	111
1966 January	110	105	114
February	109	105	112
March	110	106	115

(a) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.
(b) Including department stores and mail order businesses.

Clothing and footwear shops

Sales by these shops vary from month to month, and for this reason the underlying trend is seen more clearly by comparing the average of the most recent three months with that of the immediately preceding three months. For the first quarter of this year the seasonally adjusted index at 120 was two points higher than that for the final quarter of 1965, suggesting that the underlying upward trend was being continued. Sales by women's wear shops, before seasonal adjustment, for the first three months of 1966 were 4 per cent higher than a year earlier, a rise similar to that during the last quarter of last year, while sales by both footwear shops and men's and boys' wear shops, each with an increase of 5 per cent, were slightly higher than during the last quarter of 1965 but similar to those during 1965 as a whole.

As in recent months prices of clothing and footwear in March were about 2 per cent higher than a year earlier.

Durable goods shops

On a seasonally adjusted basis the sales of durable goods shops during the first quarter of 1966 remained at about the same level as during the last quarter of 1965.

Before seasonal adjustment, sales by all durable goods shops during the first three months of this year were only 1 per cent higher than a year earlier, a rise lower than on average during 1965. Sales of furniture shops showed a rise of 2 per cent as compared with the first quarter of 1965 but the total sales of other

(*Text continued on page* 1074)

Table 2—Analysis by form of organization

March – Index numbers of values of sales per week, and percentage changes on a year earlier (*a*)

1961 = 100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	%
ALL KINDS OF BUSINESS	118 + 6	113 + 5	128 + 7	105 + 2
FOOD SHOPS (h)	121 + 5	116 + 5	143 + 9	105 + 2
Grocers	121 + 6 (f)	114 + 5	151 +11	103 + 2 (f)
Butchers	114 + 3	..	..	..
Greengrocers, fruiterers	112 + 5	114 + 6	111 Nil	93 — 4
Fishmongers, poulterers	118 + 1	..	..	..
Bread and flour confectioners	132 + 6 (g)	126 + 6	143 + 5	..
Off-licences	117 + 9	105 + 10	129 + 8	..
Dairymen	130 + 6	..	..	122 + 5
NON-FOOD SHOPS	116 + 6	..	..	..
Clothing and footwear shops	103 + 5	98 + 4	110 + 7	97 + 4
Footwear shops	102 + 6	103 + 6	102 + 6	94 + 3
Men's and boys' wear shops	103 + 5	95 + 4	113 + 6	82 Nil
Women's, girls' and infants' wear, drapery and general clothing shops	103 + 5	97 + 3	111 + 7	103 + 5
Large (c)	—	105 + 3	—	—
Medium (c)	—	99 + 4	—	—
Small (c)	—	95 + 3	—	—
Durable goods shops	112 — 1	102 + 1	132 — 5	112 + 2
Furniture shops	104 + 1	105 + 2	101 — 2	—
Large (c)	—	106 + 1	—	—
Medium and small (c)	—	104 + 3	—	—
Other durable goods shops	120 — 4	98 — 1	143 — 5	—
Radio and electrical goods etc., shops (e)	112 + 1	98 — 1	142 + 4	—
of which Rental specialists	..	..	189 +10	—
Electricity showrooms	104 —21	—	104 —21	—
Gas showrooms	192 — 9	—	192 — 9	—
Miscellaneous non-food shops (b)	118 + 9	..	..	..
Confectioners, tobacconists, newsagents	126 +11	123 +10	148+ 16	—
Booksellers, stationers	..	135 +13	..	—
Chemists, photographic goods dealers (d)	111 + 8	107 + 5	117 +11	104 + 8
Jewellers	109 + 6	109 + 6	109 + 7	—
Leather goods, sports goods, toys and fancy goods shops	95 + 8	..	..	—
Ironmongers and hardware shops	118 + 9	119 + 9	104 + 3	—
Other miscellaneous non-food shops (i)	—	127 + 1	—	—
Department stores	105 + 6	—	—	—
Mail order businesses	202 +14	—	—	—

Table 3 – Index numbers of sales per week, and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,140)				Food shops (*h*) (£4,154)				Non-food shops											
									Total (£4,986)				Clothing and footwear shops (£1,384)		Durable goods shops (£956)		Miscellaneous non-food shops (*b*) (£1,962)		Department stores (£457)		Mail order businesses (£227)	
	Value		Volume*		Value		Volume*		Value		Volume*											
1963 Year	108	+4	103	+3	107	+3	102	+1	108	+5	104	+4	106	+5	109	+5	107	+4	108	+5	122	+13
1964 Year	113	+5	106	+2	112	+5	103	+1	114	+6	108	+4	110	+4	116	+7	114	+6	113	+5	142	+17
1965 Year	120	+6	108	+2	119	+6	104	+1	122	+6	111	+3	117	+6	121	+4	122	+7	118	+4	165	+16
1966 Year to date†	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3	99	+4	116	+1	113	+7	105	+5	162	+16
1965 2nd quarter	116	+6	104	+2	117	+5	102	+1	116	+6	105	+2	115	+6	112	+4	115	+7	108	+3	154	+11
3rd quarter	117	+6	105	+2	117	+5	102	+1	118	+6	107	+3	112	+7	118	+3	120	+6	113	+5	148	+20
4th quarter	139	+6	124	+2	127	+6	110	+2	148	+5	134	+2	146	+4	140	+3	145	+6	151	+3	219	+13
1966 1st quarter	115	+5	102	+2	120	+5	104	+2	111	+5	100	+3	99	+4	116	+1	113	+7	105	+5	162	+16
1966 January	115	+6	102	+3	119	+5	103	+2	112	+6	101	+3	105	+6	124	+4	108	+6	120	+6	115	+16
February	111	+4	98	+1	119	+5	103	+1	105	+4	94	+2	88	+2	111	+1	110	+5	89	+1	160	+19
March	118	+6	104	+3	121	+5	105	+2	116	+6	104	+3	103	+5	112	—1	118	+9	105	+6	202	+14

(ii) Analysis by kinds of business: value only

(Sales in 1961 £ million)	Food shops										Clothing and footwear shops					
	Grocers (*f*) (£2,397)		Butchers (£637)		Greengrocers, fruiterers (£323)		Fishmongers, poulterers (£81)		Bread and flour confectioners (*g*) (£196)		Off-licences (£139)		Dairymen (£367)		Footwear shops (£229)		Men's and boys' wear shops (£281)		Women's wear shops (£874)	
1963 Year	107	+3	103	+2	100	—2	108	+5	113	+6	114	+ 6	110	+5	106	+4	107	+4	106	+5
1964 Year	112	+4	109	+6	103	+3	115	+7	119	+6	123	+ 8	118	+7	109	+3	111	+4	111	+4
1965 Year	119	+6	113	+4	107	+4	120	+4	126	+6	135	+10	127	+7	114	+5	117	+5	118	+6
1966 Year to date†	121	+6	117	+2	104	+5	118	+1	127	+5	119	+ 9	131	+7	92	+5	105	+5	99	+4
1965 2nd quarter	117	+6	109	+5	119	+4	121	+6	126	+7	110	+10	124	+4	120	+4	114	+5	114	+6
3rd quarter	117	+5	109	+4	109	+4	117	+2	127	+6	116	+ 8	127	+7	112	+4	112	+7	112	+7
4th quarter	127	+7	121	+1	99	+3	125	+2	132	+6	207	+11	133	+8	137	+3	142	+4	149	+4
1966 1st quarter	121	+6	117	+2	104	+5	118	+1	127	+5	119	+ 9	131	+7	92	+5	105	+5	99	+4
1966 January	120	+6	120	+2	96	+3	117	+1	122	+6	124	+10	131	+8	92	+3	117	+6	104	+6
February	120	+5	117	+2	102	+5	118	+2	127	+4	116	+ 9	133	+7	79	+7	94	+3	88	+1
March	121	+6	114	+3	112	+5	118	+1	132	+6	117	+ 9	130	+6	102	+6	103	+5	103	+5

(Sales in 1961 £ million)	Durable goods shops								Miscellaneous non-food shops											
	Furniture shops (£399)		Other durable goods shops: Total (£476)		Radio and electrical goods, etc., shops (*e*) (£372)		Electricity showrooms (£55)		Gas showrooms (£49)		Confectioners, tobacconists, newsagents (£794)		Booksellers, stationers‡ (£60)		Chemists, photographic goods dealers (*d*) (£259)		Jewellers (£80)		Leather goods, sports goods, toys and fancy goods shops (£83)		Ironmongers and hardware shops (£235)		Other miscellaneous non-food shops (*i*) (£66)	
1963 Year	103	+2	114	+9	110	+7	118	+ 9	137	+19	107	+ 4	111	+ 6	107	+4	105	+ 5	103	+ 2	107	+4		
1964 Year	111	+8	121	+6	114	+3	128	+ 8	165	+21	113	+ 5	121	+ 9	114	+6	118	+12	112	+ 8	109	+2	113	
1965 Year	117	+5	125	+3	116	+2	124	— 3	195	+18	122	+ 8	133	+10	120	+5	126	+ 7	123	+ 9	114	+4	118	+5
1966 Year to date†	109	+2	122	Nil	117	+4	109	—14	177	— 7	122	+ 9	135	+11	109	+7	102	+ 5	91	+ 9	111	+6	116	Nil
1965 2nd quarter	113	+7	113	+2	104	—1	118	— 2	174	+21	117	+ 9	110	+ 9	114	+5	103	+ 7	103	+ 9	113	+4	123	+5
3rd quarter	115	+4	120	+3	110	+2	117	—12	202	+19	124	+ 8	121	+ 8	122	+3	120	+ 5	125	+ 7	112	+4	108	+4
4th quarter	135	+4	144	+2	136	+3	137	— 9	212	+ 6	136	+ 8	180	+11	143	+5	184	+ 6	179	+10	127	+4	126	+2
1965 1st quarter	109	+2	122	Nil	117	+4	109	—14	177	— 7	122	+ 9	135	+11	109	+7	102	+ 5	91	+ 9	111	+6	116	Nil
1966 January	121	+4	128	+4	124	+6	117	— 4	168	Nil	117	+ 7	132	+10	109	+6	94	+6	91	+10	109	+7	102	Nil
February	103	Nil	120	+1	116	+7	106	—13	169	—11	120	+ 8	137	+10	106	+7	102	+ 5	85	+ 8	104	+1	116	Nil
March	104	+1	120	—4	112	+1	104	—21	192	— 9	126	+11	136	+13	111	+8	109	+ 6	95	+ 8	118	+9	127	+1

‡ Independent retailers only. * Average 1961 prices. † January-March.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into the three 'monthly' periods of four, four and five weeks respectively. The period covered by March 1966 sales was the five weeks from February 27, 1966, to April 2, 1966, the corresponding period in 1965 was from February 28, 1965, to April 3, 1965. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index numbers do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and television rental specialist shops, radio and cycle shops, cycle shops and perambulator shops.

(f) Including the bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Includes a very small amount of other food shops which are not published separately.

(i) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general secondhand dealers and certain other miscellaneous non-food shops.

(Text and charts continued on next page)

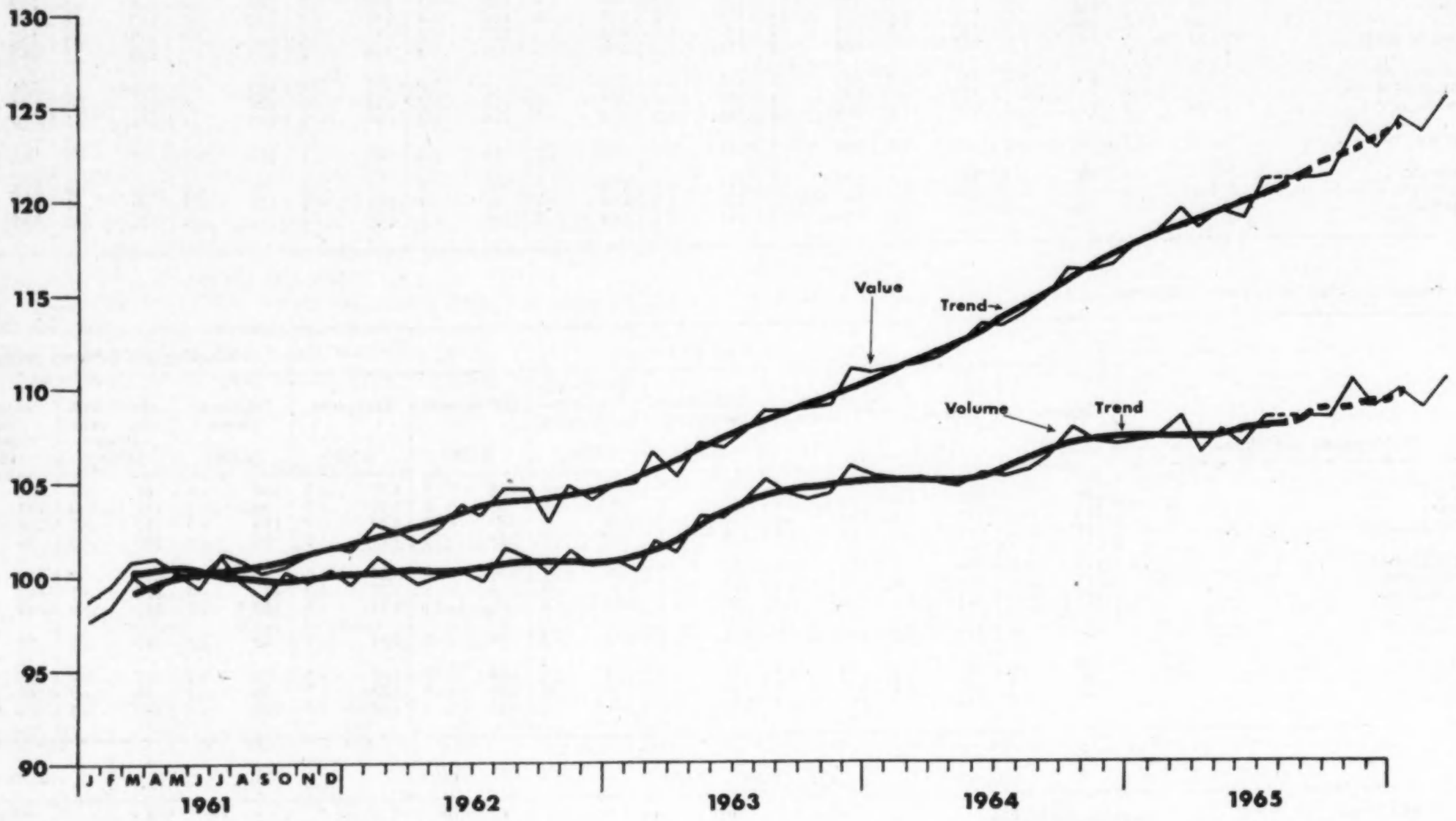
durable goods shops were about the same. Prices of durable goods in March were about 1½ per cent higher than a year earlier.

Other non-food shops

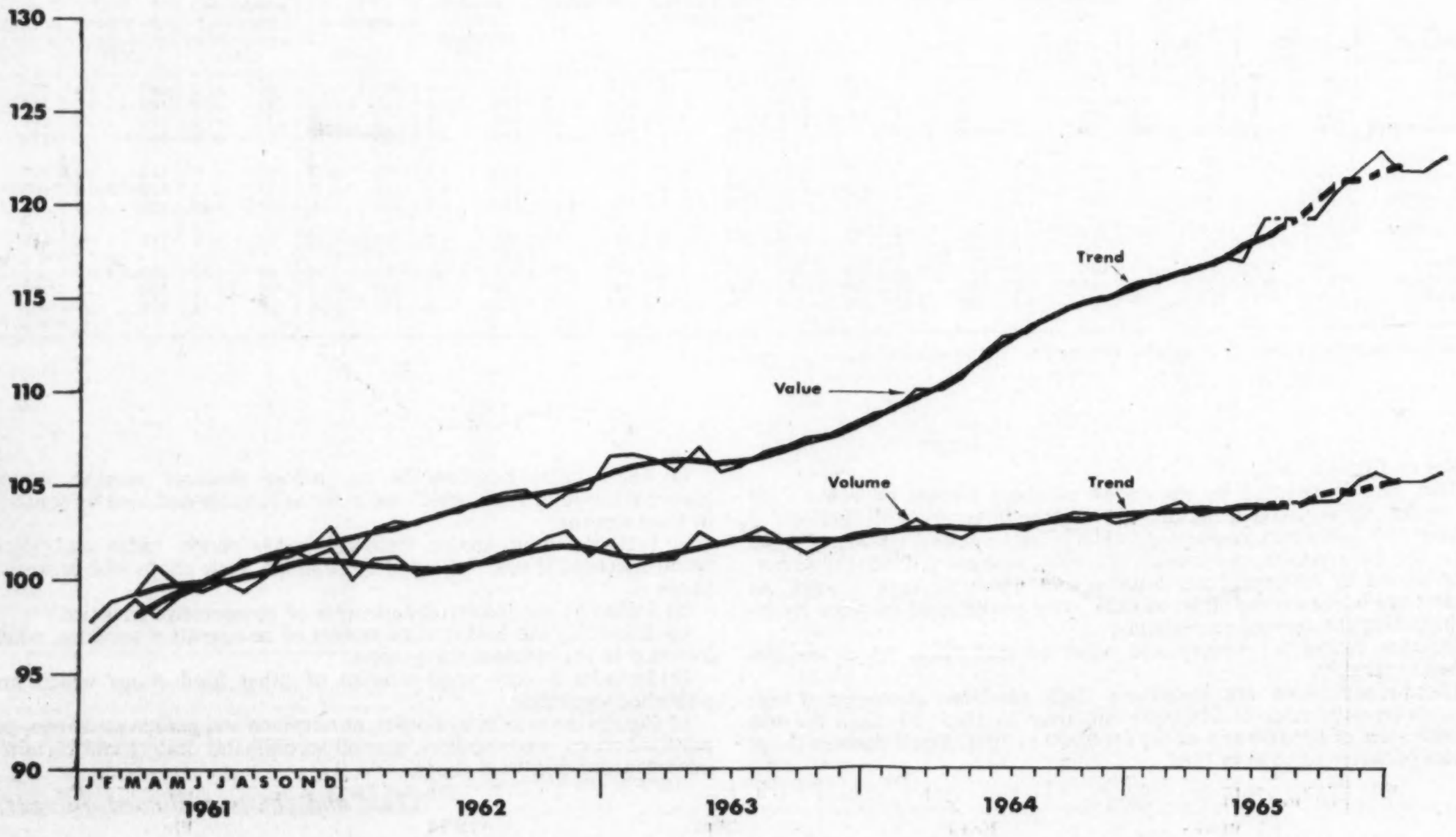
The seasonally adjusted index of the value of sales by this group of shops, for the three months ended March was about 3 per cent higher than during the preceding three months, indicating that the upward underlying trend was being continued.

Before seasonal adjustment sales by most kinds of business with-

All kinds of Business



Food Shops

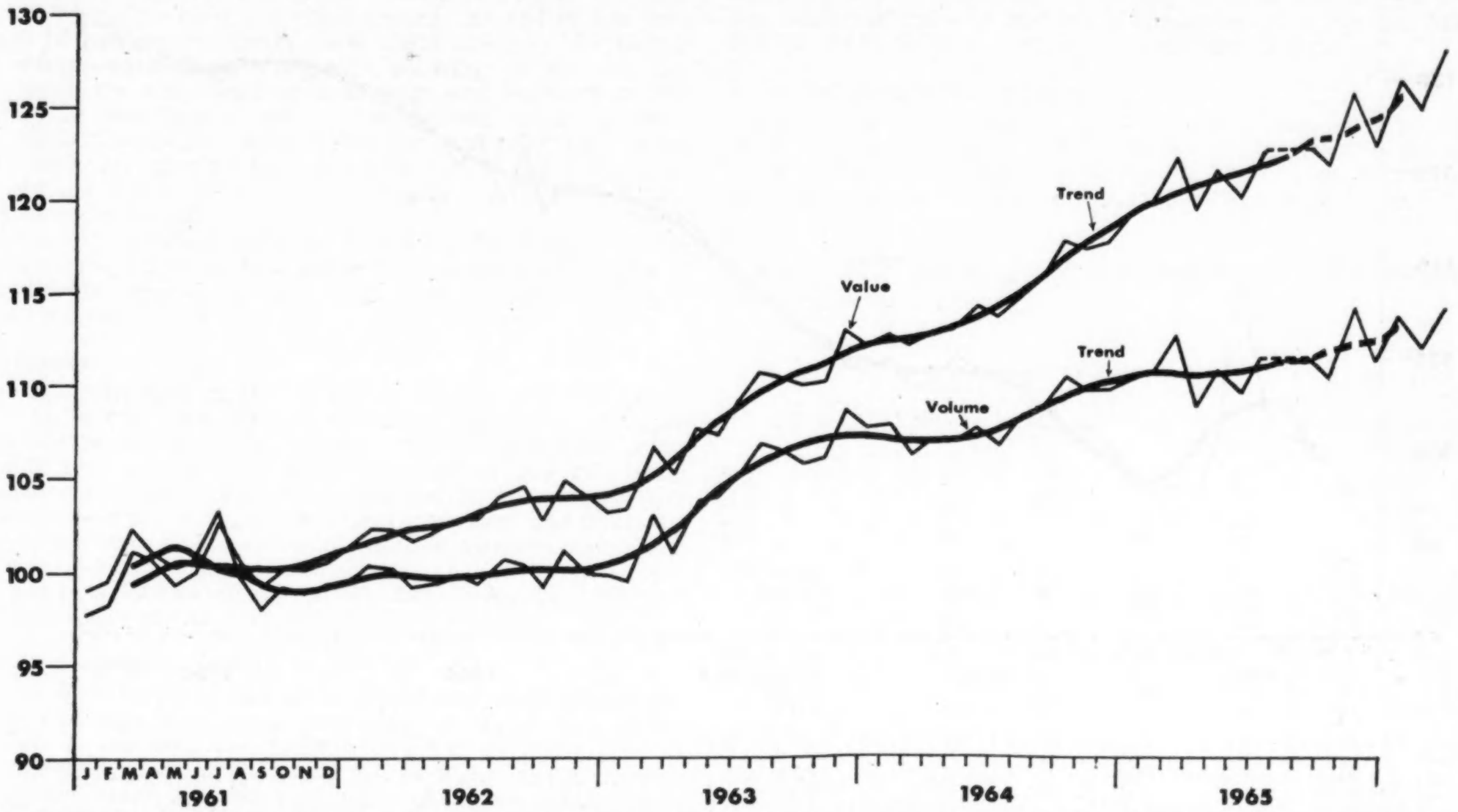


in this group during the first quarter of the year as a whole showed increases, when compared with a year earlier, fairly similar to those during 1965, but during March itself sales by confectioners, tobacconists and newsagents were somewhat higher than January and February, possibly reflecting pre-Easter buying of Easter novelties.

Food shops

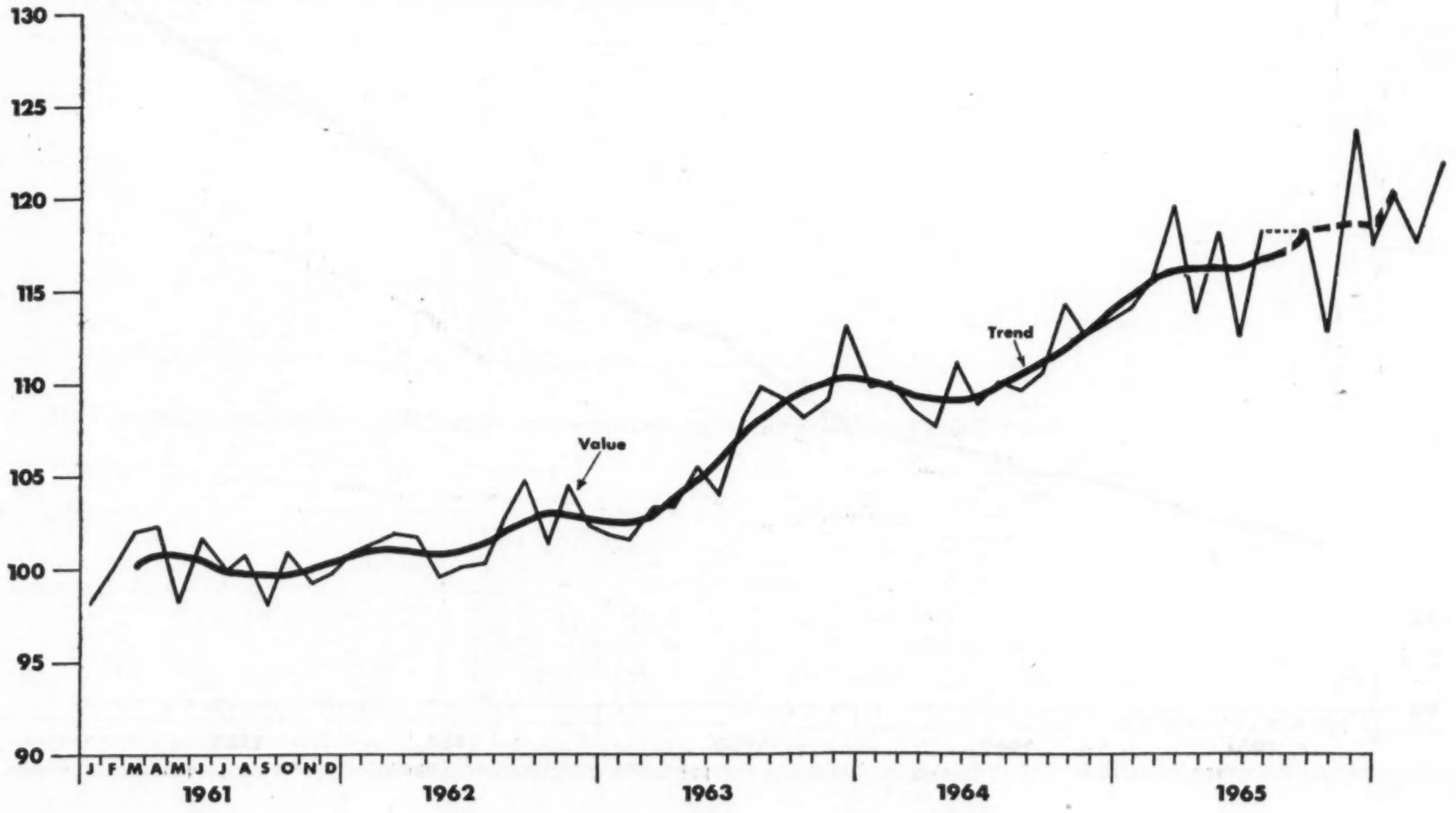
The seasonally adjusted index of the volume of sales by food shops during the first three months of 1966 was only marginally higher than that during the preceding three-month period. This position was also reflected in the value series.

Non-Food Shops

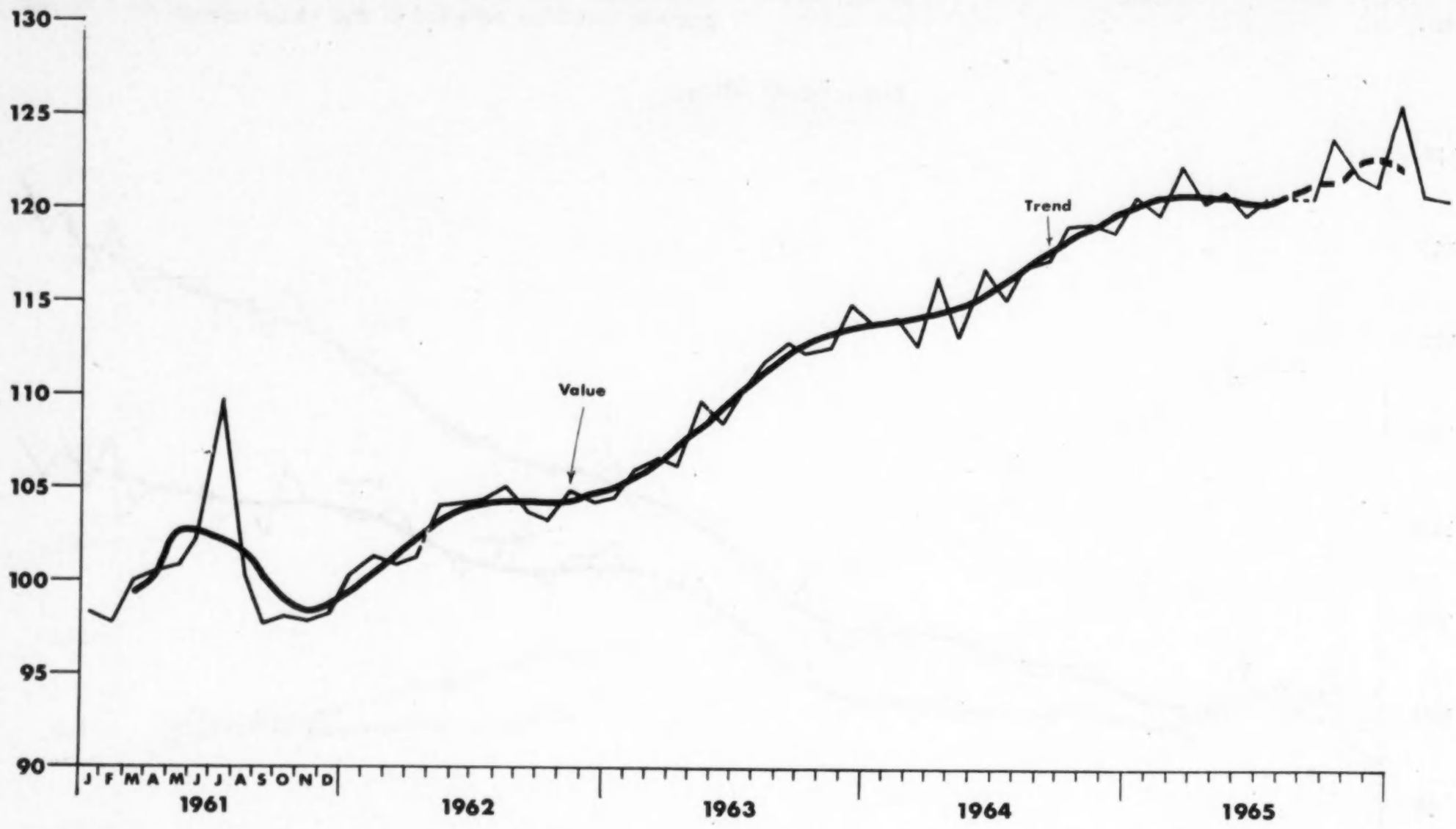


Note: Separate seasonally adjusted indices of retail sales for the months of July, August and September 1965 have not been published because of the shift in the date of the August Bank Holiday, and the average figures for the third quarter as a whole are continued on the line showing actual movements by a series of dashes.

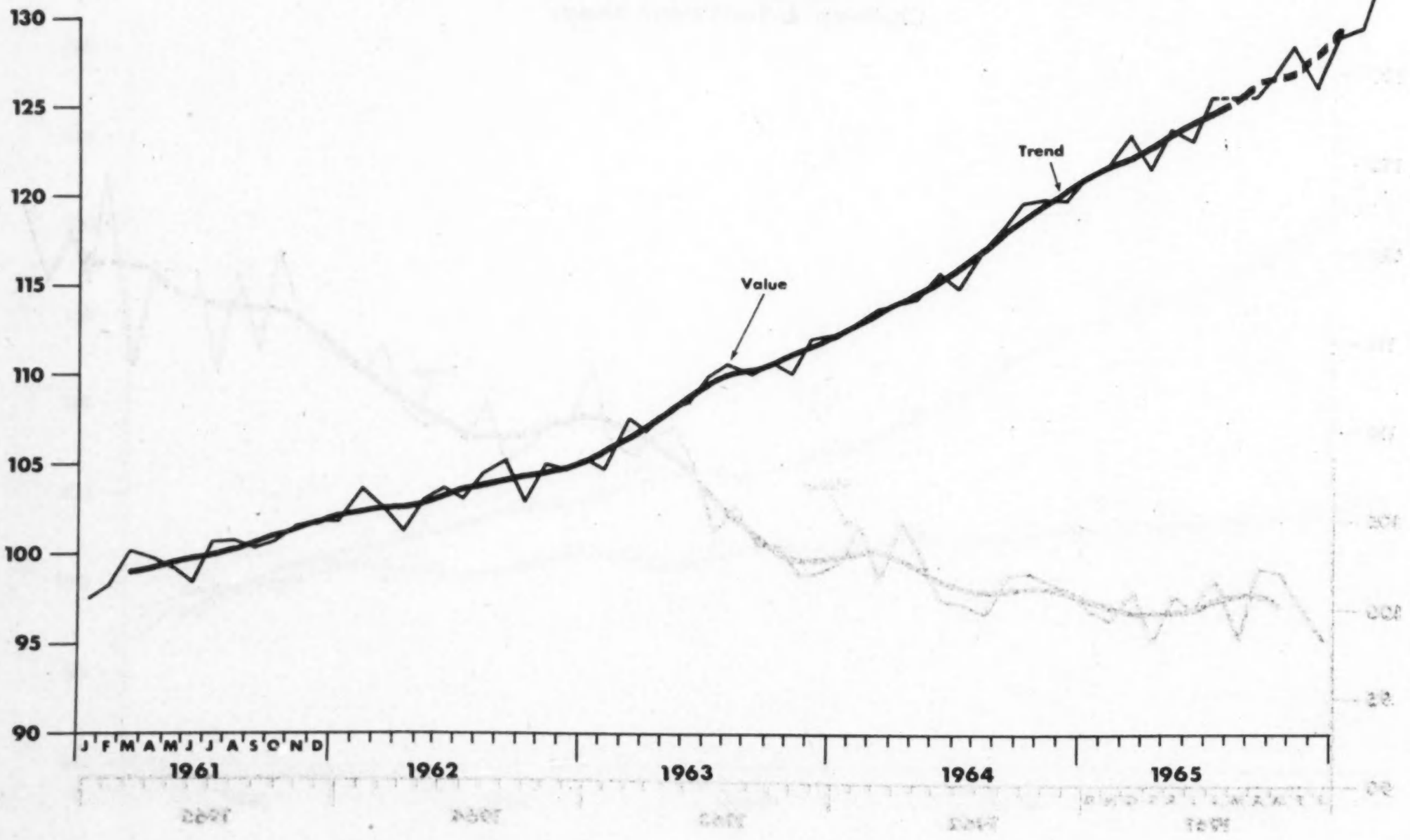
Clothing & Footwear Shops



Durable Goods Shops



Other Non-Food Shops



Hire purchase and other instalment credit business in March

HIRE PURCHASE and other instalment credit sales of durable goods shops, which, allowing for normal seasonal factors, began in February to fall below the level prevailing towards the end of last year, continued to decline in March. New credit advanced by finance houses was maintained, however, after allowing for seasonal factors, at much the same level as in January and February of this year. For the first quarter as a whole finance house advances, though slightly below their level in the first quarter of 1965, were, after allowing for seasonal factors, about 7 to 8 per cent higher than in the last quarter of 1965, a rise largely due to the increased business in credit for cars.

The total hire purchase debt, influenced by the strength of finance house new business, rose slightly on a seasonally adjusted basis in the first quarter of 1966 after being virtually unchanged in the last quarter of 1965.

Finance houses

New credit advanced in March was in total 10 per cent below advances in March 1965 when, however, business was unusually buoyant. For the first quarter as a whole credit advanced was about the same in 1966 as in 1965, a fall in advances for new cars being balanced by expansion in other categories, for example, commercial motor vehicles – a rise of 6 per cent, farm equipment and tractors – a rise of 23 per cent. Credit advanced for used cars was maintained at the same amount as in the first quarter of 1965.

Debt owed to finance houses at the end of March 1966 was £840 million, i.e. 7 per cent higher than a year earlier.

Durable goods shops

Sales on hire purchase and other instalment credit terms by durable goods shops were 18 per cent lower in March than in the same month a year ago compared with a fall of 6 per cent in February. Furniture shops showed a fall of 9 per cent and other durable goods shops showed a decrease of 25 per cent. These decreases on the level of business in March 1965 probably overstate the underlying downward trend for sales in March 1965 were, it was thought, stimulated by additional buying in advance of the April 1965 Budget.

Debt owed to durable goods shops (including department stores) was £345 million at the end of March, a fall of £15 million in the first quarter of this year which was largely seasonal; between March 1965 and March 1966 there was a small decrease.

Other instalment credit retailers

The debt of this group of retailers (largely dominated by mail-order houses) also fell seasonally in the first quarter of the year but here there was some increase (about 15 per cent) between the debt figures at the ends of March 1965 and March 1966.

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended			Repayments	Change in Debt	
	By Shops (a)	By Finance Houses	Total		Unadjusted	Seasonally adjusted
1961	248	574	822	833	— 11	
1962	271	490	761	608	— 47	
1963	295	558	853	781	+ 72	
1964	314	711	1,025	869	+156	
1965	†306	727	†1,033	†952	+ 81	
1963 1st Qtr.	60	115	175	186	—11	+ 2
2nd Qtr.	68	160	228	196	+32	+17
3rd Qtr.	77	148	225	199	+26	+22
4th Qtr.	90	135	225	200	+25	+31
1964 1st Qtr.	*74	166	240	212	+28	+45
2nd Qtr.	69	204	273	218	+55	+36
3rd Qtr.	75	181	256	214	+42	+41
4th Qtr.	96	160	256	225	+31	+34
1965 1st Qtr.	71	185	256	232	+24	+44
2nd Qtr.	†71	220	†291	†237	+54	+30
3rd Qtr.	†73	176	†249	†238	+10	+ 8
4th Qtr.	†91	146	†237	†245	— 7	— 1
1966 1st Qtr.	63	182	245	257	—12	+ 8

* Fourteen weeks.
(a) Durable goods shops and department stores; not including other instalment credit retailers.
† Revised figures.

Table 1—Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1964	313	312	311	309	310	309	310	311	312	314	321	330
	1965	328	328	325	321	323	321	320	318	319	319	322	329
	1966	327	324	316									
Department stores	1964	29	29	28	27	27	27	27	27	28	28	29	31
	1965	30	29	29	29	29	29	29	29	29	29	29	31
	1966	31	30	29									
Finance houses	1964	618	631	648	668	688	706	722	733	744	752	759	754
	1965	755	766	785	807	826	843	856	861	855	851	848	836
	1966	836	839	840									
Total of above	1964	960	972	987	1,004	1,025	1,042	1,059	1,071	1,084	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1,157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185									

Table 1a—Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 1	1964	..	..	..	..	..	..	..	..	..	1,094	1,109	1,115
	1965	1,113	1,123	1,139	1 157	1,178	1,193	1,205	1,208	1,203	1,199	1,199	1,196
	1966	1,194	1,193	1,185									
Other instalment credit retailers*	1964	..	..	..	..	..	..	..	..	..	145	152	165
	1965	159	151	149	150	151	150	149	150	154	160	172	190
	1966	180	174	172									
Grand Total	1964	..	..	..	..	..	..	..	..	..	1,239	1,261	1,280
	1965	1,272	1,274	1,288	1,307	1,329	1,343	1,354	1,358	1,357	1,359	1,371	1,386
	1966	1,374	1,367	1,357									

* Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

(Tables continued on next page)

Table 3—Retailers: Instalment credit sales of selected kinds of business.
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier.

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total)								Furniture Shops						Other Durable Goods Shop							
	Total (£303)		Independents (£110)		Multiples (£161)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (*b*)		Radio and electrical, etc., goods shops (*c*) Total (£82)		Multiples (£37)		Independents (*d*) (£45)	
1963 Year	114	+ 8	101	+3	124	+13	111	+ 4	102	+2	108	+ 4	97	— 1	125	+15	124	+16	144	+25	107	+ 8
1964 Year	116	+ 2	100	—1	126	+ 2	119	+ 7	107	+4	114	+ 5	100	+ 3	124	— 1	110	—11	123	—15	101	— 6
1965 Year	112	— 5	101	Nil	117	— 8	117	— 4	109	+1	110	— 4	108	+ 7	113	—10	96	—15	100	—20	92	—10
1965 1st quarter	106	Nil	98	+5	110	— 4	113	+ 4	97	+5	92	— 3	102	+14	113	— 5	93	—21	93	—33	93	— 7
2nd quarter	104	— 2	90	+1	112	— 5	111	+ 2	101	+4	105	— 1	96	+11	106	— 8	89	—15	97	—18	82	—13
3rd quarter	107	— 5	95	Nil	114	— 7	111	— 6	106	+3	108	— 1	105	+ 7	106	—11	86	—12	91	—14	81	—11
4th quarter	131	— 5	122	Nil	137	— 8	134	— 5	133	—1	136	— 5	130	+ 4	129	— 8	115	— 6	120	— 6	110	— 6
1966 1st quarter	97	—9	90	— 9	101	— 9	106	— 7	95	—2	95	+ 3	96	— 6	97	—14	85	— 9	89	— 4	81	—13
1965 January	107	— 2	108	+7	104	— 8	113	+ 2	103	+8	90	— 8	115	+24	109	— 9	95	—25	90	—37	98	—13
February	104	— 3	92	Nil	111	— 6	107	— 2	96	+4	98	+ 2	94	+ 6	110	— 9	90	—24	89	—37	90	— 8
March (a)	108	+ 4	95	+7	115	+ 1	119	+10	93	+4	88	— 3	98	+12	119	+ 2	94	—14	98	—25	91	Nil
April	105	Nil	94	+4	112	— 2	106	— 4	100	+4	102	— 4	98	+13	109	— 3	93	—15	99	—20	88	— 9
May	108	+ 2	91	Nil	117	+ 3	122	+ 8	101	+6	107	+ 4	95	+ 8	111	— 2	94	—10	104	— 9	85	—12
June (a)	101	— 8	87	Nil	109	—12	107	+ 1	101	+3	106	— 4	96	+11	100	—17	81	—19	90	—22	75	—16
July	107	— 4	97	Nil	113	— 7	116	— 2	110	+4	111	— 2	110	+10	102	—11	83	—17	91	—19	77	—15
August	101	— 6	87	—4	109	— 7	105	— 8	101	+4	105	+ 3	96	+ 4	100	—13	78	—18	84	—19	74	—17
September (a)	111	— 5	100	+3	118	— 8	112	— 8	108	+2	109	— 3	107	+ 6	114	— 9	94	— 3	98	— 5	91	— 2
October	126	— 3	116	+8	133	— 7	128	— 8	123	—2	122	—13	123	+12	130	— 2	109	+ 2	113	+ 3	106	+ 1
November	135	— 1	124	+5	142	— 5	143	— 5	134	+4	137	Nil	131	+ 8	135	— 5	115	— 2	117	— 5	113	+ 1
December (a)	131	—10	125	+9	135	—11	131	— 4	139	—4	146	— 4	134	— 5	123	—15	119	—14	128	—12	112	—16
1966 January	108	+ 1	104	—4	109	+ 4	117	+ 4	107	+4	103	+13	110	— 4	107	— 1	97	+ 3	100	+11	95	— 3
February	98	— 6	90	—2	103	— 8	100	— 7	98	+2	104	+ 6	91	— 3	97	—11	87	— 3	86	— 4	88	— 2
March	88	—18	78	—18	95	—19	101	—15	84	—9	81	— 8	88	—10	89	—25	73	—23	83	—15	64	—30

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Other selected kinds of business								Total of Selected Kinds of Business (f) (£673)	
	Department Stores (£54)		Other General Stores (e) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)			
1963 Year	105	..	..	..	..	..	..	..	..	..
1964 Year	109	..	..	..	..	..	..	..	..	..
1965 Year	104		133		165		95		128	
1965 1st quarter	87	..	108	..	140	..	71	..	113	..
2nd quarter	96	..	118	..	154	..	90	..	119	..
3rd quarter	98	..	117	..	148	..	87	..	118	..
4th quarter	135	..	189		219		132		164	
1966 1st quarter	95	+ 8	96	—12	162	+16	71	—1	115	+2
1965 January	91	..	109	..	99	..	63	..	100	..
February	83	..	103	..	135	..	68	..	109	..
March (a)	88	..	113	..	177	..	80	..	126	..
April	100	..	115	..	142	..	89	..	116	..
May	99	— 1	120	..	170	..	97	..	126	..
June (a)	91	Nil	118	..	150	..	86	..	116	..
July	111	+ 1	114	..	139	..	91	..	117	..
August	83	—10	105	..	130	..	81	..	107	..
September (a)	100	— 5	128	..	169	..	88	..	128	..
October	110	—11	144	— 3	204	+16	86	—5	148	+4
November	133	— 3	184	+ 7	243	+22	122	Nil	172	+9
December (a)	156	+ 3	228	+18	212	+ 4	177	+2	170	Nil
1966 January	120	+32	92	—16	115	+16	62	—1	106	+6
February	82	— 2	92	—10	160	+19	62	—9	112	+3
March	85	— 3	101	—10	202	+14	84	+5	123	—2

(a) Average of five weeks. (b) Comprises electricity and gas showrooms, radio and electrical shops (including radio or television hire shops).
(c) Excluding electricity and gas showrooms. (d) Comprises radio and electrical shops, cycle and perambulator shops.
(e) Includes credit traders calling on customers. (f) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores general mail order houses and co-operative societies (non-durable goods departments).

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HMSO

Finance houses: new instalment credit extended

Table 4—Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month and percentage changes compared with a year earlier.

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor cycles, side-cars, power assisted cycles – new and used (£38 million)		Caravans – new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1963 Year	134	+38	94	+10	80	+ 3	61	— 2	100	+ 8	87	+13	102	+12	97	+ 9	96	+10	97	+14
1964 Year	171	+28	127	+35	96	+21	69	+14	112	+12	105	+21	151	+49	96	— 1	129	+34	124	+27
1965 Year	172	+ 1	136	+ 7	91	— 5	59	—14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1965 1st quarter	192	+16	134	+21	97	+ 2	53	— 1	94	+ 8	76	—16	179	+32	74	—31	146	+14	129	+11
2nd quarter	227	+11	169	+13	107	— 3	83	— 2	163	+21	94	—13	198	+20	70	—29	168	+29	154	+ 8
3rd quarter	158	— 8	135	— 2	81	—10	61	—27	144	+ 9	139	+20	171	+15	63	—25	152	+32	122	— 3
4th quarter	112	—21	106	— 4	80	—10	41	—27	92	Nil	102	— 5	155	— 1	74	—21	158	+14	102	— 9
1966 1st quarter	172	—10	135	Nil	103	+ 6	48	— 9	109	+16	93	+23	179	Nil	66	—12	162	+11	127	— 1
1965 January	155	+ 7	98	+ 4	88	— 4	38	— 6	60	— 9	76	—22	144	+10	77	—37	141	+ 5	104	— 2
February	182	+15	135	+20	91	+ 1	52	— 9	90	+ 7	75	— 2	175	+26	67	—31	139	+12	125	+11
March	240	+23	170	+35	113	+ 9	68	+11	133	+18	76	—20	217	+60	78	—23	159	+21	157	+23
April	232	+11	179	+19	112	— 1	85	+13	155	+12	88	—27	176	+ 5	75	—27	162	+14	157	+ 8
May	224	+12	172	+15	112	+ 3	88	+ 1	164	+26	91	+ 4	205	+22	72	—28	178	+43	157	+11
June	224	+10	156	+ 4	97	— 9	76	—16	171	+24	103	—11	213	+34	63	—34	164	+32	147	+ 5
July	208	+ 3	154	+ 2	91	— 9	66	—24	153	+ 7	152	+31	191	+11	64	—24	157	+40	141	+ 1
August	142	— 9	128	— 4	75	— 7	61	—28	144	+ 9	153	+23	169	+24	61	—24	157	+46	116	— 2
September	125	—22	123	— 5	78	—13	55	—28	135	+12	112	+ 3	154	+10	65	—27	143	+14	110	— 9
October	127	—22	116	— 7	83	—13	54	—26	114	+ 1	109	—13	161	— 5	72	—21	157	+12	110	—11
November	122	—22	108	— 3	85	—12	43	—22	92	+11	110	+ 1	159	— 5	72	—19	155	+20	105	— 9
December	86	—17	93	— 2	73	— 4	27	—35	70	—13	86	— 1	146	+ 9	79	—21	163	+ 9	91	— 6
1966 January	169	+ 9	113	+15	96	+ 9	35	— 6	74	+24	80	+ 6	175	+21	76	— 1	170	+20	117	+12
February	162	—11	133	— 2	95	+ 4	48	— 8	102	+13	93	+24	171	— 2	64	— 5	154	+11	122	— 2
March	186	—22	158	— 7	118	+ 4	60	—12	151	+14	106	+40	191	—12	57	—28	163	+ 2	141	—10

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

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A view of the Packing Hall from the visitors' gallery at the new Macclesfield Works of ICI Pharmaceuticals Division. To achieve the high standards of cleanliness and purity required, rigid procedures are enforced and employees enter and leave the department through special changing rooms.

Exhibitions and Fairs

First British participation at Metz Spring Fair

A report by the British Consulate-General, Strasbourg

BRITISH PARTICIPATION took place for the first time this April in the Spring Fair at Metz, the industrial centre of north-eastern France. This Fair, known as Expometz, came into being two years ago as an offshoot of the Metz International Fair, held always in early October, which had become too big for its site. In 1964 it was decided therefore to split it into two parts, the emphasis in the Autumn fair to be on capital equipment, with consumer goods to be featured in the Spring.

In 1966 the London Chamber of Commerce accepted the offer of a stand at this fair, already rented by the Board of Trade, to exhibit samples of consumer goods offered by some of its members. The central feature was one of the British cars which would have won the first prize in the Monte Carlo Rally 1966 but for the disqualification on account of headlamps. This car, still in its Rally dress, attracted a great deal of interest. Other exhibits included gift publicity, samples of carpets, garden tools, cheese, beverages, biscuits and jam. British European Airways and British Eagle Airways also displayed pictorial exhibits and the London Tourist Board and British Travel Association were represented by one of the tourists on the stand.

A delegation from the London Chamber of Commerce, consisting of Lord Macpherson (leader) of Macpherson Train & Co.; Mr. C. L. Yelland, of Horace Battin & Co.; Mr. A. N. Jackson, chairman of the Bulgarian Section of the Chamber; and Mr D. J. H. Senior, head of Western European Division of the Chamber; came to Metz for the British Day on April 13. On the way they were entertained to lunch at Luxembourg by the Metz Fair Authority. On arrival at Metz, after a rapid tour of the city, they attended a reception given for them by the Mayor of Metz, and a dinner at which they were the guests of the Metz Fair Authority.

On the morning of April 13, the delegation, now joined by Mr. J. W. Briant, president of the British Chamber of Commerce (Paris), were interviewed for radio and television before attending a session of the Metz Chamber of Commerce and Industry at which they heard a résumé of the history of Metz and of the economic situation of Lorraine today. In the current five-year plan, the Metz area is categorized as one of the eight sectors into which, in an effort to counteract the existing concentration in the Paris area, regional centres are to be developed. It is to form the centre of an enormous urban area some 70 kms. long, stretching from Thionville in the north, along the Moselle river, already canalized to Metz, as far as Nancy, inclusive. The population of the area which has the fastest growth-rate in France, has increased by 45 per cent in the past 20 years. Moselle, which already produces two-thirds of France's steel, still lacks supporting light industries and much anxiety is being felt about provision of employment for some 30,000 workers in the next five years.

After lunch as guests of the Chamber of Commerce and a tour around the fair in the afternoon, the delegation came back to their stand at which Mr. John Selwyn, the British Consul-General, gave a cocktail party attended by civic, commercial and industrial personalities of the Moselle Department. The party was livened by two pipers in full dress, kindly lent by Air Vice-Marshal D. A. R. Bradshaw, DFC, CD, commanding No. 1 Air Division, Royal Canadian Air Force, stationed at Metz. The following morning the delegation left for Strasbourg.

The 337,598 visitors to the Fair this year represented an increase of 24.4 per cent on those of last year, while the number of exhibitors was up by 26 per cent. The emphasis was on caravanning and camping. French camping equipment is difficult to beat, but it was satisfactory to note two British products which attracted a great deal of interest in the camping section. For the rest, the accent was on foodstuffs, and here it may be stressed that British jams and biscuits continue to enjoy great popularity in France.

In participating in the Spring section of the Metz International Fair, the London Chamber of Commerce was taking advantage of facilities which had already been hired and in these circumstances their interest in a fair which would not otherwise justify participation was certainly worthwhile. In this as in all other fairs in the Strasbourg consular district, one would suggest that British exporters to France might well profit from exercising closer supervision of the interest taken by their agents.

Sir William McFadzean on export potential in Mexico

SIR WILLIAM MCFADZEAN, chairman of BNEC, urged British manufacturers to seize the chance to expand trade with Mexico when he addressed the British-Mexican Society in London on May 9.

'A recent survey showed', said Sir William, 'that Mexico will need to buy £1,000 million worth of machinery during the next decade. Most of this will be general metal-working machinery and machine tools.' Sir William drew attention to the British Industrial Exhibition which is to be held in Mexico City in October and said: 'A few British companies have done and are doing a splendid job in Mexico but far too many have paid insufficient attention to the market, a market which has shown great growth and has an immense potential and stability.'

OSNABRUCK 'GOES BRITISH'

The West German city of Osnabruck (above) will 'go British' during the week of May 20 to 27, when more than 140 stores will stage a simultaneous promotion of British consumer goods. Large quantities of display material have been provided by the Board of Trade, but the stores themselves are producing much of their own decorations. A full programme of supporting events has been arranged by the Osnabruck authorities. The suggestion to hold a seven-day British promotion was first made by the city authorities two years ago. Osnabruck, one of West Germany's busiest industrial centres, has had a close connection with Britain for more than two centuries. Representatives of a number of British firms are putting on special promotions of their products in conjunction with the Osnabruck stores, and a motor show, arranged by the Society of Motor Manufacturers and Traders, will be held in the Cathedral square.

Exhibition of women's ready-to-wear clothes at Paris

A report from the Commercial Section, British Embassy, Paris

THE BRITISH FASHION EXPORT GROUP took part for the eighth occasion in the Salon International du Prêt-à-Porter Féminin which was held at the Porte de Versailles, Paris, from April 16-21. The Group again achieved great success in arousing the interest not only of French buyers, but also of buyers from all parts of the world who now consider the Paris exhibition to be one of the most important, if not the most important, of its kind.

Almost 300 firms, of whom the major part were French, participated in the exhibition. Britain led the foreign participation with 13 members of the British Fashion Export Group as well as two firms who were represented by French agents. Other exhibitors came from Italy, Germany, Holland, Sweden, Denmark, Israel, the United States, Spain, Belgium and Switzerland, as well as Czechoslovakia. Buyers came from an even wider range of countries, and seemed, in general, to be more ready to buy than on previous occasions, when they tended to wait until after IGEDO in Dusseldorf to make their decisions. The British participants did well – in fact very well in most cases – and were satisfied with their results, which were stated to be a definite improvement on last year. It is, of course, impossible to determine the exact value of such an exhibition, since many buyers visit it to see what is on show and come to London to place their orders afterwards.

Continental buyers are very much aware that they can expect high quality and competitive prices from British manufacturers: they also know that they will get good designing and fashion-right merchandise. It is well worth noting that the majority of British clothing sold on the Continent goes to high class boutiques. One British firm, famed in England for their modern, even revolutionary styles, were more than pleased during their debut at the exhibition with the continental reaction to their goods which have already created a new trend in British fashion, and, it would appear, are going to have the same success in Europe.

The British Fashion Export Group had an information stand at the entrance of the Salon and was ideally placed to give buyers all the information they needed on both the British participants and the British ready-to-wear industry. It also provided many administrative services which assisted the British exhibitors, among which was Mansfield Mantles Ltd., recent winner of the Queen's Award for Export, who were again showing the British flag in this truly international exhibition.

Mr. F. C. Everson, Minister (Economic) at the British Embassy, represented HE the British Ambassador on a visit to the exhibition. He was impressed by the efforts made by the British exhibitors and well pleased with the results obtained.

British Pavilion at Moscow Exhibition

THE BOARD OF TRADE have collaborated with the London Chamber of Commerce in organizing the British Pavilion at the International Exhibition of modern agricultural machinery and equipment in Moscow from May 16 to May 29.

Exhibits and literature from some 25 British companies will be displayed inside a 9,000 sq. ft. pavilion or adjacent outside area covering a further 6,500 sq. ft. Exhibits will range from combined harvesters to cub tractors, from steel silos to glass houses and from ventilating equipment to poultry cages.

Sir Geoffrey Harrison, KCMG, KCVO, the British Ambassador, will be host at a reception held on May 27 – designated 'British Day' by the exhibition authorities.

Two overseas exhibitions of British medical equipment

BRITAIN'S HOSPITAL AND MEDICAL equipment manufacturers are participating in two exhibitions which open this month, one in the Lebanon and the other in West Germany.

Over 50 firms will be taking part in the British Hospital and Medical Equipment Exhibition in Beirut (May 11-17), organized by the British Hospital Export Council and the Scientific Instrument Manufacturers' Association of Great Britain in collaboration with the Board of Trade and the Ministry of Health. This exhibition has been timed to coincide with the Middle East Medical Congress opening in Beirut on May 12 and is aimed at selling British equipment to the medical experts from Arab countries attending the Congress. Thirty-three firms will show their products on individual stands, while 22 companies have contributed equipment to a full-scale operating theatre. Exhibits will range from specialized building materials suited to hospital construction to sophisticated measuring and diagnostic machines, and from ambulances to artificial limbs.

At the International Hospital Exhibition in Stuttgart to be held from May 11-14, the Surgical Instrument, Equipment and Appliance Export Group is collaborating with the Board of Trade in organizing a 'joint venture' display of surgical and hospital equipment. Eight firms will participate in the combined British exhibit, which will occupy a 1,500 sq. ft. site, to show examples of equipment including vaccination injection guns, rubber and plastic catheters, tubular bandages and specialized surgical dressings.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of C.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 *Tothill Street, London, S.W.*1. (*Tel. Abbey* 6376).

Left: Mr. F. C. Everson, Minister (Economic) at the British Embassy, Paris, and Mrs. Everson talking to Mr. Cecil Bender (right) of Lee Cecil of London, at the Ladies Ready-to-Wear Exhibition in Paris. Right: Mr. Everson (left facing), and Mr. Leers, vice-president of the British Fashion Export Group (right facing) at the Information Stand of the British Fashion Export Group.

SPORTING FIXTURES

Return Match

Battle of Hastings, October 1066

and now

BRITISH WEEK IN LYONS

October 21-30 1966

The British Week, to be opened by H.R.H. The Duke of Kent in the presence of the President of the Board of Trade and leaders of the French community, will be another "spectacular". Massive publicity is being generated, and there will be countless supporting features: sports, cultural events, military bands, show house, English inn, fashion presentations, symposia, competitions, etc.

But the main object is to get British consumer goods stocked and displayed by the shops of Lyons. Many hundreds of them have been visited, and their potentialities are known. Now is the time for the British manufacturer (or his agent in France) to **go in and sell,** taking advantage of the heady climate of the British Week.

GET YOUR LYONS SHARE OF TRADE

Please make your own choice of one of these sources of further information:

Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Export Council for Europe, 27 Northumberland Avenue, London, W.C.2

Commercial Department, British Embassy, 35 Rue du Faubourg St. Honore, Paris 8e.

British Week Office, 24 Rue Childebert, Lyon 2e.

International Babies' and Children's Fair at Cologne

A report from the Commercial Section, British Embassy at Bonn.

THE INTERNATIONAL Babies' and Children's Fair (Spring session) took place in Cologne from April 22-24, in spring-like weather for the most part, which, no doubt, helped to attract 9,330 trade visitors from 29 countries to the fair. Of these 1,690 were foreigners—an increase of 11 per cent compared with the 1965 Spring event.

There were 391 direct exhibitors and 35 other firms represented from 13 countries. Of those exhibiting on their own stands, 121 were foreign firms. They included the Fashions for Children Export Group (four firms) the Junior Fashion Group of London (five firms) and the Trans-Europe Marketing Co. Ltd., who took part in a Joint Venture sponsored by the Board of Trade.

Harrington Ltd., and Sunny Smile Ltd., exhibited independently. Trade visitors came (in descending order) from Holland, Belgium, France, Austria and Switzerland followed at a distance but in increased numbers compared with 1965 by the United Kingdom, Italy, Spain, Sweden, Canada, the United States and Kuwait.

Holland (38) provided the largest contingent of foreign exhibitors followed by France (32), Belgium (12), Britain (11), Italy (10), Austria (8). Other countries, Norway, Switzerland etc., were present with two or three exhibitors each.

The organizers of the fair reported a lively interest by buyers and readiness to order for the autumn/winter 1966/1967 with the emphasis on the middle and higher price ranges.

The Fashions for Children Export Group was represented by A. and L. Lister Ltd., the Leander Manufacturing Co. Ltd., H. Smith (Stockport) Ltd., and B. Gaskell Ltd.

Sales from the stand added up to a very satisfactory four-figure total and the number of inquiries received from Germany and other countries made it clear that the prospects of further orders and increasing export business were distinctly bright. The individual firms concerned were impressed by their first experience of this fair and will, it is hoped, return and bring others with them. They were particularly enthusiastic about the 'state of readiness' in which they found the organization of the fair, the joint stand and, if one may be allowed to say it, the Board of Trade and the Commercial Department of the Embassy.

Similar comments were passed by the Trans-Europe Marketing Company and by the five member firms of the Junior Fashion Group of London. Their names, hitherto unknown at Cologne, will not always remain so and we give them here—Mr. Dickens, Grade One, Emily Jane, Little People, Peter, Paul and Peggy.

While the orders they took as a group barely reached four figures, not one of them failed to book an order or to receive inquiries. The German market is not among the easiest to enter with what might prove to be 'avant garde' ideas in children's wear and there was not sufficient response from the German trade for a considered judgment to be passed. It should be mentioned however, that the German trade press evinced more than a passing interest. On the other hand, it was said by at least one member of the group that the Italian and French trade and trade press reaction to many of their designs was quite enthusiastic.

This, as already mentioned, was a first venture and each and every one of the firms participating went back to the United Kingdom with a basis of orders and inquiries on which to plan for the future and more particularly with such food for thought as they would not normally have acquired so painlessly by any other method of market research. This to their own telling.

They made useful contacts ('we have interested an important chain of shops in Switzerland') or found agents and in general learnt more in three days about the way of foreign fairs than they thought possible.

'Our orders amounted to 1,500 pound sterling but the potential is considerably more than that. This is much more than we ever anticipated or dreamed of. We came expecting a nil reception and we found something that will change our outlook'.

Need we say more!

British firms at Copenhagen Leather Goods Fair

OVER 50 British firms took part in the International Leather Goods Fair, Copenhagen, where three trade associations arranged displays under the Board of Trade's joint venture scheme. The exhibition, which was held from May 6 until May 11, was the first of its kind to be held in Denmark.

Covering a total area of 8,600 sq. ft. the British stands included a group display by the British Leather Federation. The 30 members participating, who produce nearly half the United Kingdom leather output showed an extensive selection of all types of leathers. Fashion and classical footwear for men and women was seen on the stands of the seven firms taking part under the auspices of the British Footwear Manufacturers Federation, while handbags, luggage and giftware in modern styles and traditional designs was displayed by the 14 members of the National Leather Goods and Saddlery Manufacturers Association. When this Fair closed, this last group went to Sweden to hold special exhibitions of British leathergoods in Gothenburg and Stockholm.

British leather exports reached £22 million in 1965, while those to Scandinavia have risen £2 million from £1.6 million to £3.7 million in the past decade (1956 to 1965).

British jewellers' and giftware manufacturers' sample show in Copenhagen

'A WORTHWHILE effort and reasonably successful,' said Mr. Elkan Simons, chairman, Export Council for the Gifts Industry, following the conclusion of the sample show staged by some 50 British jewellers and giftware manufacturers in Copenhagen recently. The sample show, held in conjunction with the British Jewellers Association and Fancy Goods Association annual conference, was opened by the British Ambassador, Sir John Henniker-Major, and attracted close on 400 Copenhagen jewellers, giftware buyers, wholesalers and agents.

'The annual export potential for the handful of British jewellers and silversmiths entering the Danish market for the first time, as a result of this sample show could be in excess of £100,000,' said Mr. Elkan Simons. 'Our designs, quality and price seem to be right. The same applies to our giftware and here the value of exports can be much higher. Some manufacturers, however, may have to adapt their designs to appeal to Danish buyers.

'Sample shows,' said Mr. Elkan Simons, 'are of immense value to the small and medium-size manufacturers entering an overseas market for the first time.'

Mr. Elkan Simons added that plans were in hand for sample show visits by some 30 British jewellers and giftware manufacturers to Hamburg, Frankfurt and Munich later in the year.

Oslo British fortnight points need for international advertising

MR. P. F. D. TENNANT, Director-General of the British National Export Council, addressing the fourth annual conference of the International Chain of Industrial and Technical Advertising Agencies at the Rembrandt Hotel in London on May 9 said: 'We are facing some of the toughest competition in overseas selling we have ever known and we have got to let the world know in no uncertain terms what we have to sell and how good it is. We can do this in many ways. One of them is through trade fairs.

'At this very moment BNEC and British Overseas Fairs have a joint showing of industrial and consumer goods going on in Oslo. The reception accorded to this enterprise has been more generous and more welcoming than we dared to hope – even from such old and close friends as the Norwegians. And I would like to add that Mr. Callaghan's announcement last Tuesday of the ending of the 10 per cent surcharge in November, while received with pleasure and satisfaction in Oslo, made no difference to the warmth accorded to the British Fair and Fortnight. It was there already. I do not want to dwell on the surcharge because, while I know it has affected many of you here today, it will soon be a thing of the past. It is to the future I want to look.

'Returning to this matter of trade fairs, I would like to bring this more closely to your attention. A trade fair is a springboard from which the manufacturer of industrial equipment can hope to launch into a new market or expand his existing business in that market. For a week or two there is concentrated in the area of the fair a large proportion of his selling resources. His agents are there. The export or sales director is shaking hands with visiting Ministers and potential clients and striving for all he is worth to secure enough new business in the long-term to justify his participation in the fair.

'And what happens when it is all over? In too many cases, I fear, there is all too little follow-up of the goodwill and publicity which has been gained by taking part. This is one area where the ICITA can play so helpful a role in stimulating international trade. If you can use your influence with your clients to follow up with advertising the interest they have aroused by showing in trade fairs, if you can persuade them that selling – or marketing – is a continuous and long-term process, if you can get them to harness the techniques of advertising and the art of good design to the creation of new markets then you will have done a great deal to stimulate trade between our respective nations – and this must, in the end, be to all of us an advantage.

'While advertising must play an increasingly important role in selling our products abroad, another very important factor is packaging and design. Again this is an area where you of ICITA can help us. A colleague of mine has just returned from the British Trade Fair and Fortnight in Oslo – I myself am off there on Wednesday. He tells me that one of the results of this trade promotion is a new awareness of the quality of so much British design – particularly in the consumer goods field.

'In the industrial goods field, design is equally important when selling abroad. Prince Philip, when he toured the trade fair stopped at several stands and discussed practical design improvements with British manufacturers. He, as you all know, is intensely interested in this and instituted an annual industrial design award.'

Britain in Oslo: A single-minded approach to success

By Eric Turnbull, Industrial Correspondent, Central Office of Information

AS THE FIRST WEEK of Britain '66 closed, the undisputed opinion of officials, British exhibitors and Norwegians was that the event was surpassing all expectations.

After a programme of official visits to the trade fair in the Norges Varemesse, where over 400 British firms were represented, the exhibition was thrown open to the general public. Sunday, May 1, saw the 77,000 sq. ft. hall packed. Movement along the aisles was almost impossible at times and estimates were that over 35,000 people passed through the turnstiles between 1 p.m. and 6 p.m.

On the previous day, April 30, the first visitors were King Olav V and Crown Prince Harald. Their tour of the exhibition lasted some two and a half hours and they showed particular interest in the fine exhibit of Lloyd's of London. Of all the excellently designed stands in the Hall it was on Lloyd's that people seemed to spend most time – if only because the exhibits of historical insurance documents brought to people human and personal stories.

Mr. A. Trevor Letts, Lloyd's deputy chairman, spent some time showing the Royal visitors round the stand and explained many of the exhibits in detail. One exhibit which drew great attention was the policy taken out within two hours on December 31, 1939, to protect the Norwegian Mercantile Marine during its dash to British ports. The cover for this policy was worth some £91½ million sterling.

While the Royal visitors toured the trade exhibition, Mr. Douglas Jay, President of the Board of Trade, was explaining at some length to the Norwegian Press the facts behind the import surcharge (see last week's *Board of Trade Journal*, page 1016). His convincing display took a deal of heat out of the Press argument and by May 2, with the Budget announcement of the end of surcharge in November, it looked as if this particular topic has been three-quarters buried.

Friendliness towards Britain

Wherever one went in Oslo the friendliness and interest in Britain and what Britain means could not be avoided. It was not only the courtesy of a host country but a genuine, deep-rooted friendship. If Britain '66 has done little else it has cemented these relations. Most British people in Oslo saw this as an indication that trading between the two countries would be improved greatly due to the trade fair and fortnight.

Many companies at the trade fair, for example, said that they had discovered among Norwegians a new and increased interest in the products and services Britain had to offer. Although hard orders were not being placed daily on the stands at the Varemesse, the consensus of opinion was that when the fair closed the task of the Norwegian agents would be made easier.

The majority of companies exhibiting at the trade fair were already established in Norway. Companies like John Summers and Sons Limited, Richard Thomas and Baldwins, Yorkshire Imperial Metals, the Perkins Group and Dunlop. As one company representative said a few days after the fair opened: 'We have found this show invaluable from the point of view of meeting our Norwegian customers on their home ground and we already know that the interest in our production methods and end products has grown since we arrived.'

But apart from the prestige operation, firms have reported worth-while orders. Perkins had sold diesel engines worth £100,000 sterling by the second day, Rootes added £150,000 sterling to their expanding Norwegian sales, the first Aston Martin DB Six Saloon was sold in Norway – costing £10,000.

Other companies who did well were Storey's of Lancaster who, by the fourth day of the exhibition, had taken sample orders worth £3,000 for plastic table and wall coverings; designed especially for the Norwegian market, Cimex Limited, Orpington, reported sales totalling £4,500 for industrial cleaning equipment within three days; Boscombe Precision Engineering, Bournemouth, had orders worth £70,000 for industrial heating equipment.

Felco Hoists, London, sold air-balanced lifting equipment worth £2,000 in one day, while Acrow Automation Limited were negotiating to build two Bailey bridges worth about £50,000.

Perhaps one of the great successes of the first week came from Anderston Clyde Engineers Limited, Bolton. Specialists in cargo handling equipment, the firm received an inquiry for car and container handling equipment for a fleet of Norwegian cargo liners. A technical development team was flown to Oslo within 48 hours to study and recommend the range of equipment needed. The contract would be worth £½ million.

The range of consumer products on show also brought good inquiries. Pye introduced to Norway its Achoic Hi-fi record player. Although no firm orders had been taken on the stand during the first week a company representative expected high sales potential after demonstrations had been given to a group of wholesalers.

British food and beer proved winners. The supermarket collected over £17,000 on May 1, and followed this up with sales of about £1,000 a day. Bass was introduced to Norway and the brewer's representative was working overtime trying to estimate the increasing daily demand.

Prince Philip's visit

For two days during the first week, May 2 to 4, Oslo had the opportunity to meet the Duke of Edinburgh. Whether touring the Varemesse Exhibition Hall or the shop and store promotions he was greeted by enthusiastic, applauding crowds.

One of the highlights of Prince Philip's visit was a dinner given in his honour by the joint organizers of Britain '66 – British Overseas Fairs and the Export Council for Europe. During a lively and entertaining speech the Duke said:

'The activities associated with Britain '66 are many and varied but in practical terms it only has one over-riding purpose. New development in technology and industry, brought about by scientific research, has been going at an ever increasing pace in recent years. The whole British industrial scene has been transformed. I know this because I have seen quite a lot of it over the last 20 years. The trouble is that many people outside Britain persist in thinking that we are still firmly stuck in the Iron-Age. It is far more effective to put on a display of goods and services than to try to change people's minds by argument. If anyone in Norway is in doubt about what Britain can do I suggest a visit to the fair. If that doesn't banish the doubts it may produce a different lot of doubts.

'I hope very much that this fair will have served to indicate the wide scope which exists for the improvement of our trade. Just as important, I know that everyone who has worked on this project has thoroughly enjoyed the experience amid the friendship and hospitality of Norwegians.'

A fortnight of store promotions

Away from the trade exhibition the British fortnight of store promotions and cultural events drew large crowds.

Britain is the second largest supplier of consumer goods to Norway (after Western Germany) and indications are that Britain '66 may well reverse this trend.

Two outstanding features of the fortnight were the promotions of Steen and Stroem, Oslo's largest department store, and the Christiania Glasmagasin. Inside Steen and Stroem it was impossible not to imagine being in a British store. Heinz, for example, used the food hall to promote its best selling British tinned goods. Up to one thousand samples a day were handed out.

Whitbread took two corner windows of the store and built into them a British Pub which drew large crowds. A new draught bitter was on sale, which has yet to be launched in Britain.

Christiania Glasmagasin had on display replicas of the Crown Jewels as well as a representative selection of Wedgwood pottery and china.

Over 500 shops and stores showed and sold British goods.

Oslo's Press warrants especial praise. Its coverage of events has left no doubt in people's minds of the significance of Britain '66. It was not all praise, however, yet what criticism there was proved to be constructive. All in all, the Press did much to engender a mounting interest among Norwegians for the complete promotion.

For many firms Oslo was the first major overseas exhibition to follow their Queen's Award for Industry. The stand of Pilkington Brothers proved that the firm was more than worthy of the award. Constructed wholly from the various types of glass made by the company, the stand displayed the Queen's Award in Norwegian.

About 20 Queen's Award winners exhibited at the trade fair. Firms like Pye, Black and Decker, Gillette, the Perkins group, Letraset, Johnson Brothers of Hanley, and Mettoy.

Award winners in the automotive industry included BMC, Leyland, Rover and Rolls-Royce (who had over 8,000 people examine the Silver Shadow on May 1).

The stands of English Electric (built to resemble a reactor core) and BICC were particularly impressive and both stands displayed the Queen's Award.

Other award winners included the Yorkshire companies of Thomas Broadbent and Sons, Huddersfield; John Crossley and Sons, Halifax, and James Neill and Company of Sheffield.

In trying to analyse the effectiveness of the whole operation – trade fair, store promotion and supporting events – one is left with the overall impression that we have surprised Norway in the single-mindedness of our approach.

The myth that has somehow gone abroad about Britain being old-fashioned and workshy has been, one feels, put into perspective.

Still a topic of conversation is the twenty workmen of the London building contractors, G. & W. Wallers, who, within two-and-a-half days, turned three tons of rough, uncut timber into a professional, albeit temporary, City of London Pavilion. That was not a myth and has done as much as anything to present Britain in a modern light.

Oslo greets the best from Britain

Above: Mr. Donald A. Robinson, European promotion manager of the National Wool Textile Export Corporation, boards the British bus in Oslo.

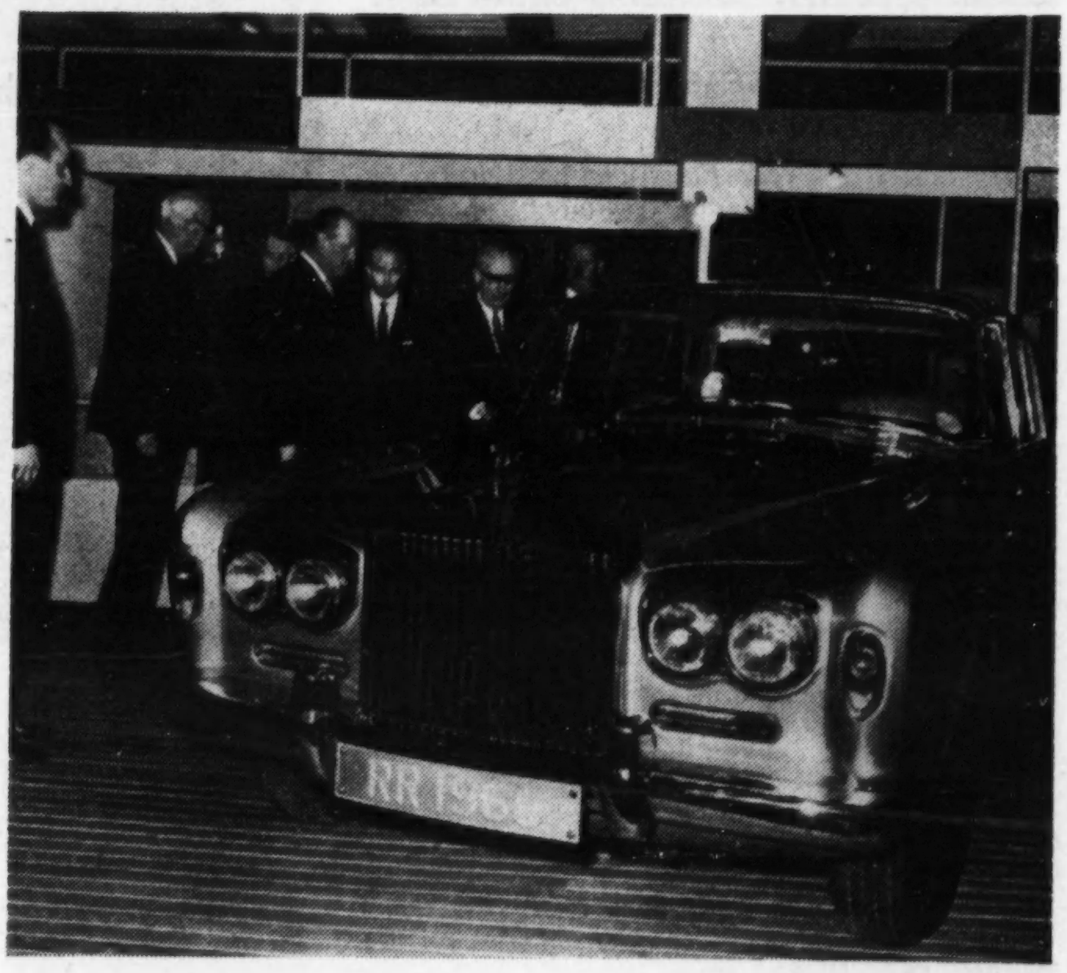
Right: Hundreds of balloons were released at the opening ceremony of the British exhibition.

Below (Left): Mr. Douglas Jay (left) President of the Board of Trade, entering Steen and Strøm, Oslo's leading department store. He is accompanied by Mr. Peter Male (centre), Commercial Counsellor of the British Embassy and Mr. Per Strøm, a director of the store.

Right: HM King Olaf of Norway (third from left), with Sir Norman Kipping, (second from left), admires the new Rolls-Royce motor car at the British Exhibition in Oslo.

Right: HRH Prince Philip visits the display mounted by William Ridgeway and Sons Ltd., Sheffield.

Below: A display of British giftware put on by Christiania Glasmagasin in Oslo.



The British Mechanical Engineering Federation's information stand at the Zagreb Spring Fair.

Hardware imports running too high

WITH MORE THAN 400 firms participating, the 12th International Hardware Trades Fair took place in the Empire Hall, Olympia from April 25-29. Opened by Mr. Edward Heath, Leader of HM Opposition, the exhibition had a strong international representation and among the visitors were many buyers from overseas.

The estimated exports of hardware amount to £155 million which shows an increase of 17 per cent between 1963 and 1965. Mr. Heath speaking at the exhibition lunch praised the trade for their achievement but drew their attention to the rapid rise in imports of the same goods by some 41 per cent, more than twice as much as our exports. 'It is quite apparent,' said Mr. Heath, 'that international competition is eating into our markets quicker than we are eating into theirs. I think there is a lesson there which we ought to note.'

A number of manufacturers are making a determined effort in the export field. One large firm who exhibited their range of garden mowers was Qualcast Ltd. who with an annual production of one million mowers and castings have overseas sales of 40 per cent with the bulk going to Germany. On the other hand relatively small companies like Gants of Richmond are achieving export figures of 30 per cent of production and sales to 50 countries. This company exhibited a novel and gaily coloured leisure garden chair that not only collapsed but dismantled for easy packing. With an eye on the Australian market, this company found that by manufacturing a dismantled version their freight costs were considerably reduced.

Occupying four floors the exhibition carried a wide range of goods from ironing tables and garden equipment to screwdrivers and more ordinary pots and pans.

For the first time in the United Kingdom there was a mass display of Australian hardware as well as stands by 26 other countries.

Growing world interest in pipeline technology

MORE THAN 90 manufacturing firms representing a cross section of production in the fields of pipes, pumps, valves and the equipment associated with this area of industry displayed their products at the fourth International Pipes, Pipelines and Pumps Exhibition which was held from April 18-22 at Earls Court, London.

Opened by Mr. Douglas Jay, President of the Board of Trade, the exhibition clearly indicated the growing interest in pipeline technology throughout world industry. Long regarded as the obvious means of transport for oils and gases, the pipeline today is rapidly becoming recognized as a convenient, cheap and easily maintained 'highway' for a wide variety of minerals, agricultural and chemical products. In Europe alone 2,000 miles of pipeline have been constructed since 1950 and more than 500 miles is planned for the immediate future.

With more than 500 visitors from overseas, this year's exhibition recorded the highest attendance. One of the more topical displays was by British Petroleum Ltd., who exhibited a graphic account of their search activities for gas in the North Sea. BIX Ltd. of Leighton Buzzard displayed a range of non-destructive X-ray testing equipment and was the company that undertook welding inspection and radiography on the Volta River Dam in Ghana.

Other firms participating at the exhibition displayed piping installation of all types used in general engineering, transcontinental pipelines, marine, civil, municipal and nuclear engineering and in many aspects of industrial research. Associated with the exhibition was an international convention that was opened by Dr. Jeremy Bray, Parliamentary Secretary for Ministry of Power. Dr. Bray described the North Sea discoveries as an opportunity and a challenge. He said that for the sake of our economy and health of our balance of payments, we must secure the rapid and efficient development of these resources.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Alderman Petchell the Mayor of Grimsby, signing autographs during his visit to Bremerhaven for the recent 'British Week', which was organized on local initiative.

Photo from Stadtbildstelle Bremerhaven.

'British Industry in Agriculture' theme at Milan

THE Milan Fair is Italy's largest general trade fair and one of the great fairs of Europe. The fairground, with its 42 pavilions, covers an area of 400,000 sq. m. and, although Italian specialized trade fairs held throughout the year now compete with it, the Milan Fair is so far always fully booked and attracts almost four million visitors of whom this year about 110,000 were foreigners. The total number of exhibitors was 13,800 and of these 3,600 were from abroad.

The International Trade Centre, a large block in the middle of the Fair, is reserved for Italian and foreign businessmen and this contained the official information offices of 47 participating countries. The British commercial information office attracted a large number of inquiries from Italians wishing to import British goods. The office display was designed by the Central Office of Information on the theme of 'British Industry in Agriculture.' Italy is in the process of mechanizing her agriculture as fast as possible, partly because of the flow of farm labour to the towns, and British agricultural equipment has a good reputation and good prospects on the Italian market. Most of the British firms participated through their Italian agents. The goods were of a very wide variety but the strongest representation was in earth moving equipment, machinery and foodstuffs. In general sales have been better than at the last two editions of the Fair mainly because the Italian economy is beginning to recover after two years of recession. The improvement is most noticeable in consumer goods but the general trend is now affecting capital equipment also to some extent.

British goods which sold well at the Fair included hoisting equipment and industrial transport, electrical and portable tools, and particularly small hand tools. Newcomers exhibiting British reproduction furniture also did well. On the other hand toy sales were down, perhaps because of the specialized toy fair held in February. British food and drink continues to be popular and an example of this is that, partly as a result of the British Week held in Milan last October, Italian imports of British beer doubled during 1965. Prospects for the sale of most kinds of British consumer goods in Italy are now good and the British Week to be held in Florence next October should give an additional boost to the British firms who participate. Brochures publicizing the Florence British Shopping Week were distributed to all agents of British consumer goods manufacturers exhibiting at the Milan Fair.

Signor Iso Centoschi (left), whose group of stores in Milan won the Board of Trade award for the best display of British goods during British Fortnight in Milan last October, being presented with a memento (an inscribed silver cigarette box) by Mr. Frank Russell (Mansfield Mantles), chairman of the British Fashion Export Group.

Visiting the British stand at the American Society of Tool and Manufacturing Engineers Conference and Exposition are (left to right) Mr. R. Arculus (Director of British Trade Development, New York), Sir James Easton (Consul-General, Detroit) and Mr. J. Groomes, General Manager of the American Society of Tool and Manufacturing Engineers.

British machine tools in Detroit

AT a record-attendance machine tool exhibition just concluded in the United States of America, an energetic band of 12 British manufacturers accomplished the aims which prompted their excursion into the very heart of the United States automotive manufacturing industry, and all expressed satisfaction at the success of their mission. The occasion was the Engineering Conference and Exposition of the American Society of Tool and Manufacturing Engineers, held in Detroit, where 43,216 registered visitors came from all over the United States to inspect the exhibits of over 500 domestic and foreign manufacturers.

The British exhibitors, 11 of whom were participating in a joint venture under the auspices of the Machine Tool Trades Association, could not have chosen a better locale for getting to grips with the American machine tool market. The manufacturing facilities bordering on the 16-mile stretch of northern Detroit river shoreline between Detroit and Trenton, form an industrial complex larger than Germany's Ruhr Valley, and 47 per cent of all machine tool shipments in the United States in 1964 went into the three industrial States of Michigan, Ohio and Indiana.

The officially-sponsored British exhibit occupied over 3,000 square feet of floor space, consisting of 11 stands on which manufacturers displayed machine tools, cutting tools and allied equipment, and a British Information Stand. Elsewhere in the hall, one British manufacturer exhibited independently and British products were displayed on a further 22 stands by American distributors or were recognizable components of United States equipment on display.

The constant flow of interested people through and around the British stands left little doubt as to the success of the Machine Tool Trade Association's joint venture, and that their participation was worth while may be judged from the following figures submitted by British exhibitors. Total value of orders taken during the show – $1,650,000. Total number of inquiries received – 3,681.

'Dundee visits Vienna'

THE SIXTH OVERSEAS exhibition organized by the Dundee Chamber of Commerce Export Group under the title 'Dundee visits Vienna' was officially opened on April 18 by Herr Bruno Marek, the Mayor of Vienna, in the presence of Sir John Pilcher, KCMG, the British Ambassador, Mr. and Mrs. M. McManus, the Lord and Lady Provost of Dundee, and a large audience of other Austrian and British personalities. This is the sixth overseas exhibition to be organized by the Export Group in recent years.

On April 22 Herr Jonas, the Austrian President, made a private visit to the exhibition and showed great interest in all that was on display.

Sixteen firms, representing 30 companies, participated in the exhibition which was held in the Vienna Messepalast from April 18 to 22. The halls, situated in the centre of Vienna, offered excellent opportunities for trade buyers to visit the stands, which were designed by the COI and to examine the multifarious products on display. Not only were some traditional products of Scotland, such as whisky, woollens and cloth to be seen, but also toilet preparations, jewellery, accounting machines, furnishings, carpets, dry batteries, foodstuffs and dental equipment.

The first four days of the exhibition were devoted to trade visitors, which enabled the exhibitors to have uninterrupted discussions with the numerous potential buyers and agents who visited them. Only on Friday was it opened to the general public.

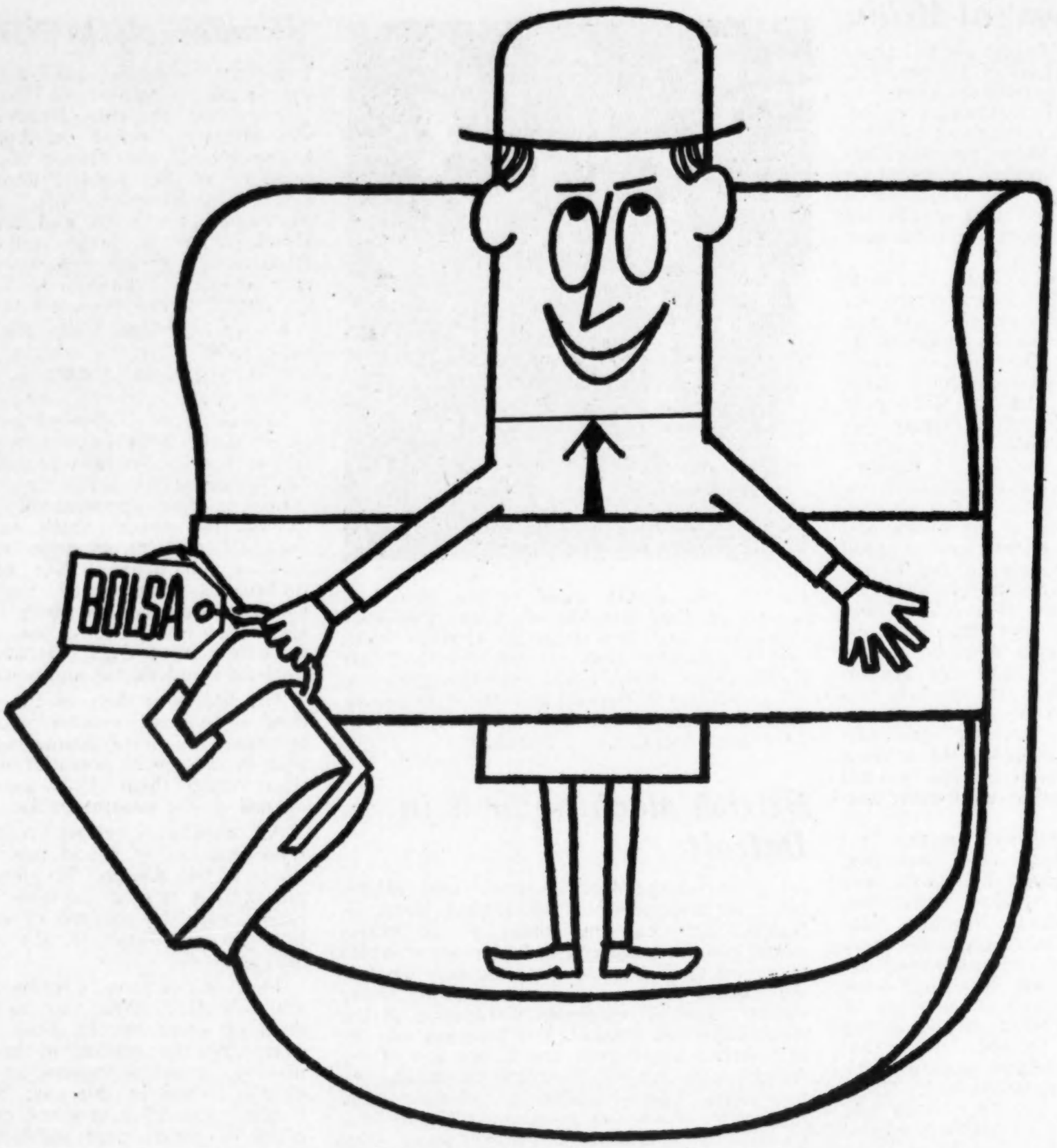
All exhibitors either received offers of representation or found new customers as a result of the display. Business inquiries were plentiful. A number of firms received sample orders, with the prospect of substantial orders later in the year if the envisaged sales matured.

Most participants expressed similar views and considered their visit to Vienna to have been of great benefit, both as a means of examining the market at first hand and in making Austrian buyers aware that Great Britain – and in this case Scotland in particular – can offer new and exciting products, many of which were technically superior to those of competitors, at attractive prices.

The exhibition and opening ceremony received wide press and television coverage which in turn stimulated interest by the trade and general public.

This overseas enterprise of Dundee's businessmen, in true Scottish tradition, was well rewarded.

Part of the 'Dundee visits Vienna' Exhibition.



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Overseas Trade and Exports

The Latin American Free Trade Association and how it works

By C. W. Wallace, First Secretary (Commercial) British Embassy, Montevideo.

LAFTA WAS CREATED by the Treaty of Montevideo in February 1960. The permanent headquarters of the association were established on June 1, 1961, in Montevideo, capital of Uruguay. Uruguay lies in the south-east of the South American continent with Brazil to the north, and the river Uruguay and the widening estuary of the River Plate separating it from Argentina in the west and south. The business and commercial centre of the capital city, Montevideo, crowds a small peninsula of land, with narrow streets arranged in the familiar grid pattern.

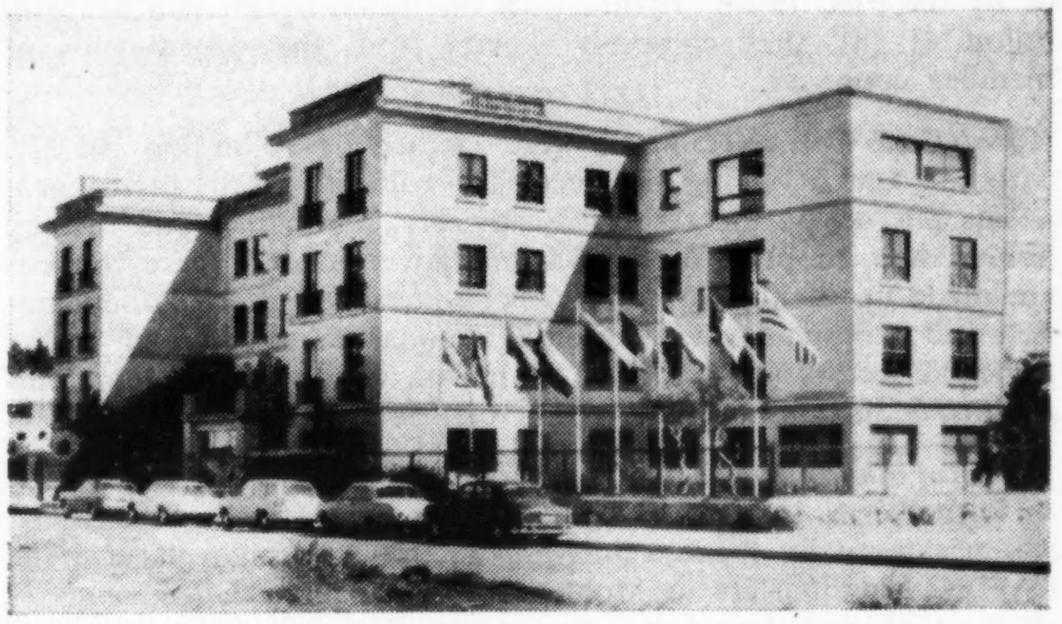
The expansion of the capital has produced wide, tree-lined boulevards and avenues, as well as a splendid corniche (dominated at one stage by the towering gasometers of the British-owned Montevideo Gas & Dry Dock Co. Ltd.) which winds for 14 or 15 miles along the coast north-east of Montevideo, linking the capital with the residential suburbs. It is on this corniche surrounded by modern blocks of apartment buildings and overlooking the splendid beaches and trim lawns, one finds the handsome headquarters of the Executive Secretariat of the Latin American Free Trade Association.

Its origins go back to August 1958 when, under the auspices of the Economic Commission for Latin America (ECLA), a meeting was held in Santiago (Chile) between Argentina, Brazil, Chile and Uruguay to examine the reasons for the contraction of business between Latin American countries. The original signatories to the treaty were Argentina, Brazil, Chile, Mexico, Paraguay, Peru and Uruguay. Ecuador and Colombia became members in 1962. These nine countries account for four-fifths of the total import/export trade of Latin America. Venezuela is expected to become a full member during 1966. The population of the community will then amount to about 190 million – bigger than the European Economic Community. In November 1965 Bolivia also reiterated her intention of joining at some future date.

The preamble to the Treaty of Montevideo states that one of basic conditions for promoting economic development among the Latin American countries is to expand existing national markets by the gradual elimination of barriers to intra-zonal trading and to achieve the closest co-ordination of development schemes in the various economic sectors. The point is made that the strengthening of national economies will contribute to the growth of trade between Latin American countries *and with the rest of the world.* The preamble concludes that 'with the intention of working together towards progressively complementary and integrated economies' and 'resolved to persevere in their efforts towards establishing in a gradual and progressive manner a Latin American Common Market', the decision was made to establish LAFTA. These declarations of intent emphasize:

(a) that the basic aim of the treaty of Montevideo is to achieve freedom in intra-zonal trading;
(b) that this process is only a step towards the final goal of achieving a Common Market and the economic integration of Latin America (this is again underlined in Article 54 of the treaty).

The final long-term objective is amalgamation with the Central American Common Market and the creation of what will become the Latin American Common Market. Although the broad objectives are clearly defined, changes in emphasis in achieving these objectives must be expected from time to time. An example of this



Headquarters of the Latin American Free Trade Association in Montevideo with the flags of the nine member countries.

is a resolution of the Contracting Parties made at the Bogotá Conference in December 1964 which, referring to Article 54 of the treaty, not only laid down the basic directives regarding external trade, industrial and agricultural development, and financial and monetary matters, but also detailed a syllabus of work on these subjects for the official bodies of the association.

The treaty of Montevideo provided for the establishment of three official bodies:

The Conference of Contracting Parties. This is the chief body and it meets in ordinary session once a year, normally in October. Usually at least one representative from private industry (e.g. a National Chamber of Commerce) is included in each official delegation. Member countries have the right of veto. As the conference is not a supra-national organization, its resolutions have to be supported by the passing of decrees or laws by the governments of the countries concerned;

***Permanent Executive Committee* (*PEC*).** This is the executive body of LAFTA and comprises one representative, with one vote, from each member country. He is usually the leader of the delegation representing each country at the Conference of Contracting Parties. A chairman is elected annually. Among its functions are the convening of the conferences for ordinary or extraordinary meetings, implementing the conference resolutions, representing the association before third countries and international organizations. It sits permanently at the headquarters of the association in Montevideo.

Executive Secretariat. This is not a main organization of the association as a whole, but rather a secretariat of the PEC. It is expected to be strictly non-partisan and is headed by an Executive Secretary who is elected every three years. There is also an Assistant Executive Secretary and a body of technical and administrative officials. Apart from these three organizations established by the treaty, others have been formed subsequently and although without formal executive power, they have a considerable influence on the development of LAFTA. The most important are:

Council of Foreign Ministers Following the first LAFTA Foreign Ministers' meeting in October 1965 in Montevideo it was decided that two new organizations should be created within the frame-

work of LAFTA. First, a Council of Foreign Ministers to hold annual sessions immediately preceding the conference, and secondly an autonomous ***Technical Commission*** of four prominent economists of LAFTA countries. This commission is to be co-ordinated by the Executive Secretary. The Council of Foreign Ministers will agree on and pass recommendations to the conference, and the Technical Commission will study and submit to the PEC projects for accelerating the process of economic and social integration. Provision is made for this commission to go over the heads of the PEC direct to the Council of Foreign Ministers if necessary.

Advisory Committees These are established by the conference or by the PEC in accordance with the authority granted by resolution 41 (ii), they comprise experts from the governments of member countries.

Political Councils. These were created by resolution 101 (iv) with the aim of giving the necessary political weight to the proposals put up by the respective advisory committees and thereby hasten their adoption by the various governments. These councils are made up of high level officials responsible for the administration and conduct of the respective national policies in each of the principal sectors (industrial development, transport and communications, monetary matters, commercial policy and agriculture).

Sectorial Meetings. Although these cannot strictly be classified as formal organizations of LAFTA as a whole, they are convened and organized by the Executive Secretariat and take place in the LAFTA headquarters in Montevideo. Their importance increases all the time and their aim is to study and evaluate each sector of industry in the zone. These meetings are at business management level (as opposed to the Advisory Committee for Industrial Development) and as they become more representative of all business sectors, their recommendations increasingly portray the outlook of the total industry of the zone in the sector being considered. Consequently, if their recommendations are not acted upon by the respective governments, they become automatically a significant and co-ordinated pressure group within each country. The recommendations and agreements reached at these sectorial meetings have to be approved by the relevant Chambers of Commerce, thus ensuring national industrial agreement. Sectorial meetings are the main vehicle for negotiating complementation agreements (described later) and in almost every sectorial meeting held in 1965, complementation agreements were made covering numerous products on which lowering of intra-zonal import duties have been agreed.

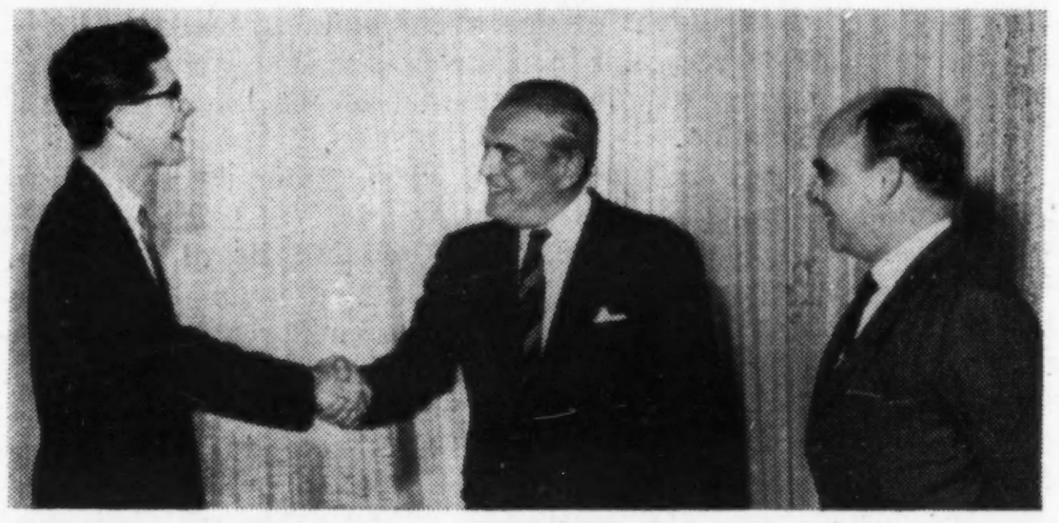
LAFTA's immediate objectives. Articles 2 and 3 of the treaty provide for complete liberalization of virtually all trade between member countries within 12 years from the effective date (June 1973). In order to achieve this, the following system was devised:

National Lists. Article 5 of the treaty states that each contracting party has to concede annually to the others reductions in import duties equivalent to at least 8 per cent of the weighted average of the duties ruling for third countries in the immediately preceding three-year period. In practice, these percentages have been exceeded so far and thus at the conference in Bogotá in 1964 Uruguay did not grant any concessions in her National List. Concessions granted in the National Lists are not irrevocable and can be re-negotiated and cancelled. However, to do this, 90 days' notice must be given and if a concession is withdrawn, adequate compensation must be given unless the other countries waive this condition. The concessions granted in the National Lists come into force on January 1 each year. At each conference, delegates initially negotiate concessions bilaterally, holding separate discussions with each other member country, in accordance with the lists of concessions requested and those offered (submitted previously to the PEC). These product by product, country by country, negotiations are extremely laborious now that the majority of the easier products have already been negotiated. It is for this reason that an important resolution was approved at the November 1965 Foreign Ministers' conference which paves the way for across the board tariff reductions although action on this resolution has so far been deferred by the Conference of Contracting Parties.

Common List. This is negotiated every three years (the negotiation of the first one began in May 1964). Products representing at least the following percentages of intra-zonal trade in the previous three-year period, must be included in the Common List:

25 per cent on the first list;
50 per cent on the second list;
75 per cent on the third list;

and the great majority of intra-zonal trade as a whole must be freed by the fourth three-year period. The main point about these concessions – as opposed to the National Lists – is that they are final and irrevocable, but the removal of import duties from the products listed is not mandatory until after the 12-year transitional period provided for in the treaty; meanwhile, however, their existing import duties cannot be increased. Consequently on this list only the products are enumerated and not their rates of duty as in the National Lists. These negotiations are the most difficult of all as every member country must agree the products to go on this list, and it is precisely the major problems encountered in negotiating the first list that resulted in a series of proposals to change the system. The fact that products negotiated on to the Common List are irrevocable provides a useful area of study for interested foreign investors as any member country asking and receiving a product concession on this list, does so presumably



Greeting Mr. J. Scates of the Confederation of British Industry during a recent visit to Uruguay is Dr. Albert Solá, Executive Secretary of the Latin American Free Trade Association, and Mr. C. W. Wallace, First Secretary (Commercial) of the British Embassy at Montevideo.

because it feels particularly suited to supply the majority of the total community with this product either from an existing or a planned future national industry.

Complementation Agreements. Provision for these was made in Articles 16 and 17 of the treaty, but it was the approval of resolution 99 that gave this method of freeing intra-zonal trade a special impetus. These agreements are generally made by business management itself and they establish the tariff system for the products of the particular industry or sector covering not only the raw materials used in production but also the finished product. Before these agreements can take effect, they must be approved by the PEC and be signed by the respective governments. These agreements have the advantage of being concluded by the actual parties interested who thus formulate the respective government's commercial policy which, once approved, they themselves will be obliged to carry out. The study and approval of these agreements is independent of the national lists and of course the Common Lists, but they can form a preparatory stage for subsequent inclusion in both lists. Furthermore resolution 99 states that the parties who have not actually negotiated these agreements can only join in on them later if they offer adequate concessions (except Ecuador and Paraguay). This ruling has given consider-

able impetus to this type of negotiation. Until recently only two complementation agreements had been put into operation. One is for punched card office machinery and the other for electronic valves. However, as a result of resolution 99, in 1965 more than 24 complementation agreements have been negotiated in various sectors but all these have not yet been approved by the PEC which awaits their formal presentation by the respective governments involved through their permanent delegates. Some of the more important agreements made are:

Machine tools (Argentina, Brazil and Mexico)
Dairy equipment (Brazil and Mexico)
Home appliances (Argentina, Brazil and Mexico) (Argentina and Uruguay) (Brazil and Uruguay)
Construction and mining equipment (Argentina, Brazil and Mexico) (Argentina and Brazil) (Brazil and Mexico)
Electrical communications (Chile, Peru, Colombia and Uruguay) (Argentina, Brazil and Mexico) (Argentina and Brazil) (Brazil and Mexico) (Brazil and Uruguay) (Chile and Mexico)
Chemical industry (Argentina, Brazil, Colombia, Chile, Mexico and Uruguay) (Argentina and Uruguay)
Rubber industry (Argentina, Brazil and Colombia)
Motor vehicle parts and spares (Argentina, Chile and Uruguay) (Argentina, Brazil and Paraguay).

There has recently been a tendency to extend special treatment to those countries of the association considered to be less-developed or to have an insufficient domestic market. In addition to Ecuador and Paraguay (for whom special provision was made in the actual treaty), these countries now include Chile, Colombia, Peru and Uruguay. There is no clearly defined system for these countries, but there have been some precedents and commitments adopted which establish a trend. In the first place, resolution 71 of the 1963 Conference of Contracting Parties in Montevideo recognizes these 'middle-tier' countries and establishes special conditions for them which have already yielded them some benefits. One of the most important is the granting of less rigorous specific origin requirements on the products produced in these countries. In Uruguay these special conditions have already been taken advantage of by a United States firm which, under concessions granted to Uruguay by the other members, has set up and begun production of valves and equipment for automation. This firm has arranged for its products to be considered as originating from the area during the first few years of manufacture although a high percentage of imported materials from outside the zone are used. In addition, Argentina, Brazil and Mexico have agreed to refrain from participating in any complementation agreements made between these 'middle-tier' countries. The machinery for negotiating this type of arrangement exists in the Advisory Committee on Origins. All LAFTA concessions granted are on products originating from the zone, hence the fundamental importance of these requirements; if they were too extensive they would facilitate nothing more than the re-exporting of products imported from third countries; if they were too strict they would stifle intra-zonal trade from the beginning. This has been taken into account in resolution 49 which specifies that these requirements may be formulated over a period of time in order to facilitate a *gradual* replacement of materials imported from third countries.

One of the basic principles of the treaty is that of reciprocity, laid down in article 10 which states that negotiation are to be on the basis of reciprocal concessions (i.e. no one country may obtain benefits without granting in turn equivalent concessions). This principle of reciprocity in practice presents certain problems in the negotiations. In the first place it is not always easy to evaluate the concessions obtained and received at the time of the negotiation. The negotiator must take into account not only the margin of preference any reduction in duties represents but also the significance of this reduction to his own country. Secondly, further difficulties can and do arise after these concessions come into effect because, as laid down in article 13 of the treaty, they must take into account 'the expected growth of trade'. In several instances, concessions obtained have not in fact been utilized as anticipated, due to the inability of the particular business sector to achieve the target. This problem has only come to the surface after initial years of operation of the concessions. This has led to much discussion and finally the principle has been adopted that reciprocity is to be evaluated in the light of future events rather than at the time of negotiation.

After nearly five years of operation, the progress so far made has confounded many sceptics though, as the negotiations become increasingly more difficult, the rate of progress does not tend to accelerate.

Although the number of products being negotiated on to the national lists is progressively diminishing this was to be expected. At least the mandatory 8 per cent tariff reductions per annum are being maintained. On the credit side, the list is far more impressive:

(a) intra-zonal trade from 1961 to 1964 has increased 83 per cent from US$659 million to US$1,204 million;
(b) in spite of the many difficulties national lists negotiations have kept to schedule and the first Common List has been successfully negotiated;
(c) the difficulties of keeping up the momentum have been recognized and acted upon.

But perhaps the most important feature of the present situation is that as more and more national sectors become involved in and receive benefits from LAFTA (e.g. the 24 or so complementation agreements negotiated in 1965) the more momentum is generated in different sectors of the association. No one would underestimate the difficulties ahead, but even the critics will admit that, after nearly five years of operation, there is already a substantial credit balance.

LATIN AMERICAN FREE TRADE ASSOCIATION
(Base 100 in 1961)

Year	Exports (f.o.b.)	Imports (c.i.f.)	Total	% of global trade	
		Intra-zonal trade			
1961 . .	298,752	360,188	658,940	100	6.03
1962 . .	354,320	420,086	774,406	118	7.01
1963 . .	425,172	525,144	950,316	144	8.43
1964 . .	557,577	645,916	1,203,493	183	10.15
		Extra-zonal trade			
1961 . .	4,610,911	5,652,541	10,263,462	100	93.97
1962 . .	4,821,175	5,511,190	10,332,365	101	92.99
1963 . .	5,039,407	5,220,412	10,259,819	100	91.57
1964 . .	5,323,213	5,335,225	10,658,438	104	89.85
		Global trade			
1961 . .	4,909,663	6,012,729	10,922,392	100	100
1962 . .	5,175,495	5,931,276	11,106,771	102	100
1963 . .	5,464,579	5,745,556	11,210,135	103	100
1964 . .	5,880,790	5,981,141	11,861,931	109	100

(All figures in US $000's)

UNITED KINGDOM EXPORT FIGURES 1961/65 TO LAFTA COUNTRIES
(F.O.B. in £'000's)

	1961	1962	1963	1964	1965
	£	£	£	£	£
Brazil . .	16,329	17,599	18,914	13,464	10,734
Mexico . .	16,250	15,193	14,854	18,358	19,203
Ecuador .	2,900	2,095	2,488	3,222	2,875
Colombia .	11,125	9,372	10,323	9,730	7,188
Peru . .	10,561	10,469	13,276	11,786	14,446
Paraguay .	994	1,114	817	946	1,313
Chile . .	12,135	15,094	10,587	10,528	10,546
Uruguay .	8,516	7,239	6,742	5,490	4,828
Argentina .	50,777	47,120	25,186	28,040	27,521
	129,587	125,295	103,187	101,564	98,654

TRADE AND FINANCIAL ARRANGEMENTS

Rumania and Austria

HM EMBASSY in Vienna have reported that a new trade agreement between Rumania and Austria has been signed. The new agreement, which is valid from January 1, 1966 to December 31, 1970, allows an exchange of trade to the value of approximately £8 million in each direction.

Austria will increase her exports to Rumania of refractory material, abrasives, cellulose, textiles, refined steel, welding electrodes, rolling material, machines and equipment, fittings, cable and chemical products. Rumania will increase her exports to Austria of various agricultural products, raw edible oil, diverse chemicals, wood pulp and textiles as well as machines and installations. The two countries have agreed on a new quota primarily for the reciprocal exchange of consumer goods.

In the new agreement it is explicity recorded that the exchange of goods should not be restricted to goods listed and as far as possible consideration and approval will be given for the exchange of unlisted goods.

An English translation of the text of the Agreement may be seen at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458).

Norway and the USSR

A PROTOCOL, to the trade agreement of January 27, 1946, concerning the exchange of goods between Norway and the Soviet Union during the three year period 1965-1967 was signed in Oslo on January 9, 1965.

Included in the list of goods that Norway will export to the USSR are machinery, ships equipment, chemical products, paint, paper, fish, knitted goods and footwear.

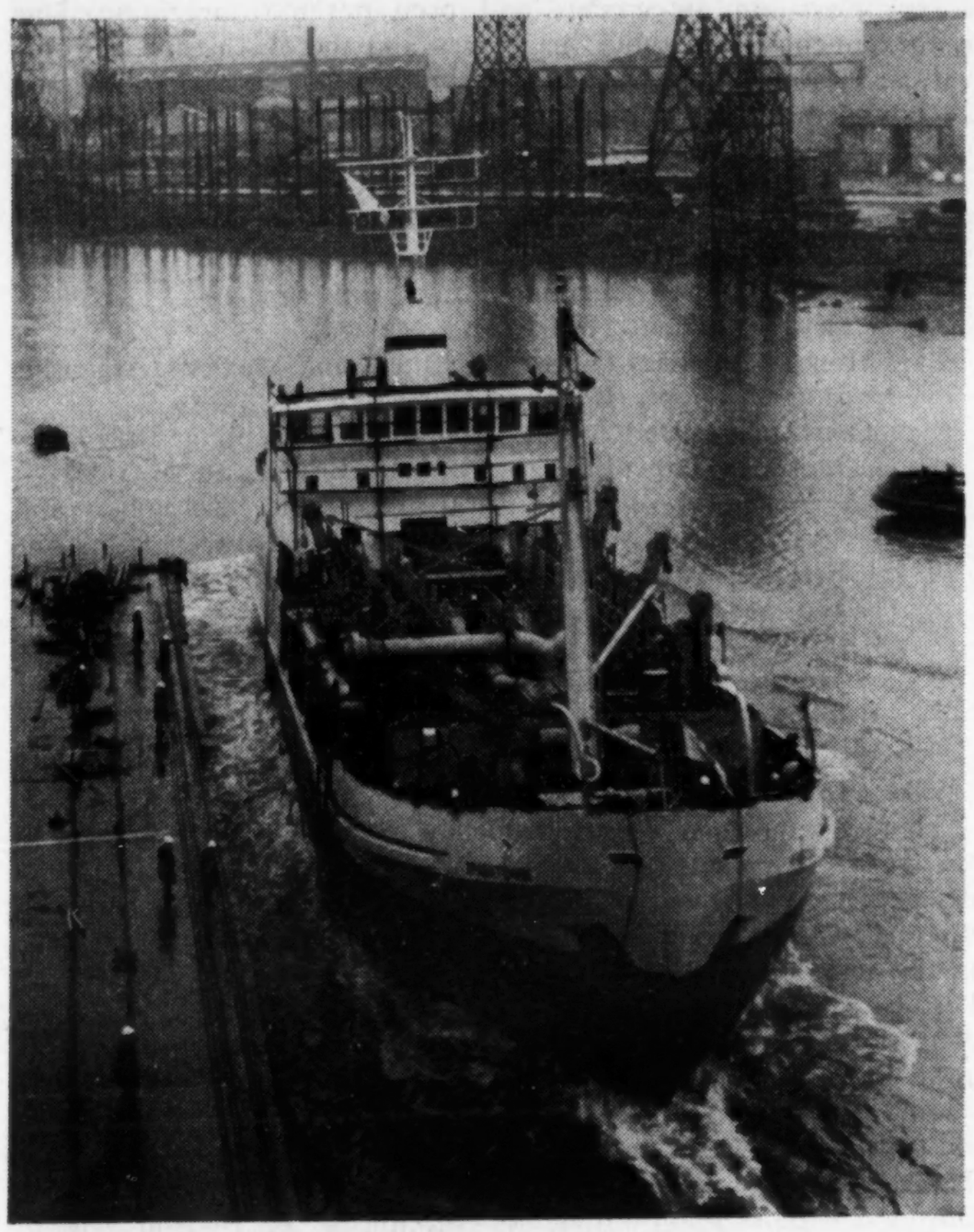
At the same time Soviet exports to Norway will include cars, oil products, manganese and chrome ore, chemical products, corn and feeding stuffs.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Sstreet, London, S.W.1. (Tel. Abbey 7877, Ext. 2305) Reference CRE 9034/2/G.

Hints to businessmen visiting USSR

A REVISED edition of the booklet on the Union of Soviet Socialist Republics has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.



'Arabatski', the last of three suction dredgers under construction under a £3 million contract for the USSR at the Linthouse, Glasgow Yard of Alexander Stephen & Sons Limited, was launched on May 4 by Mrs. L. A. Smirnovsky, wife of the Soviet Ambassador.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*"—*The Times.*
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HMSO

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ANGOLA

(88/66) Thermo-Analysis Apparatus for Engineering Laboratory. June 14. E.S.B. 17045/66.

ARGENTINA

Aqua y Energia Electrica:
(88/66) Aerial Survey. May 26. E.S.B. 17063/66.
(88/66) Civil Engineering Project. June 27. E.S.B. 17064/66.
(88/66) Generating Plants. June 28. E.S.B. 17065/66 and 17066/66.
(88/66) Gas Dehydration Plant for Yacimientos Petroliferos Fiscales. May 26. E.S.B. 17067/66.

AUSTRALIA

Commonwealth of Australia, Department of Supply:
(86/66) Profile Shaping Machine. May 25. E.S.B. 16466/66.*
(86/66) Grinding Machine. May 25. E.S.B. 16464/66.*
(86/66) Lathe. May 25. E.S.B. 16465/66.
(88/66) Turbine and Boiler Instruments for Southern Electric Authority of Queensland. June 17. E.S.B. 17068/66.
(88/66) Turbo-Generator for State Electricity Commission of Victoria. (Further Information.) Closing date postponed to July 4. E.S.B. 6463/66.

BASUTOLAND

(87/66) Road Construction for Ministry of Works. (Advance Information.) June 28. E.S.B. 16935/66.

BURMA

Myanma Export Import Corporation:
(84/66) Spare Parts for Cooling Units. May 31. E.S.B. 16474/66.*
(84/66) Drilling Equipment and Accessories. May 25. E.S.B. 16485/66.*
(84/66) Pump. May 31. E.S.B. 16476/66.*
(85/66) Glass. June 15. E.S.B. 16524/66.*
(85/66) GI Sheets. June 15. E.S.B. 16523/66.*
(85/66) Hardboard. June 15. E.S.B. 16526/66.*
(85/66) Electrical Supplies. June 15. E.S.B. 16527/66.*
(87/66) Hand Drills. June 22. E.S.B. 16599/66.*
(87/66) Belts, Hose and Accessories. June 29. E.S.B. 16600/66.*
(87/66) Lamps and Accessories. June 22. E.S.B. 16904/66.*
(87/66) Tube Expanders. June 29. E.S.B. 16905/66.*
(87/66) Lenses. June 22. E.S.B. 16906/66.*
(88/66) Grease Guns and Nipples. June 22. E.S.B. 16902/66.
(87/66) Copper Wire for Union of Burma Railway Board. June 22. E.S.B. 16903/66.

CANADA

British Columbia Hydro and Power Authority:
(87/66) Miscellaneous Works. May 1. E.S.B. 16578/66.
(87/66) Rail Cars. May 31. E.S.B. 16579/66.
(87/66) Motor and Equipment for Department of Public Works, Ottawa. (Advance Information.) Closing date not yet known. E.S.B. 16945/66.

CEYLON

(88/66) Wiring Accessories for Department of Government Electrical Undertakings. June 18. E.S.B. 16689/66.
(88/66) Water Supply Scheme for Ministry of Health. June 7. E.S.B. 16988/66.
(88/66) Railway Equipment for Ministry of Industries and Fisheries. June 3. E.S.B. 17001/66.*

COLOMBIA

(88/66) Pumping Equipment for Empresas Publicas de Medellin. July 18. E.S.B. 16986/66.
Ferrocarriles Nacionales de Colombia:
(88/66) Weigh Bridges. May 31. E.S.B. 17003/66.
(88/66) Crane. May 31. E.S.B. 17005/66.
(88/66) Workshop Tools and Equipment for Puertos de Colombia. June 13. E.S.B. 16987/66.

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(84/66) Machine Tools. June 6. E.S.B. 16479/66.*
(87/66) Railway Signalling Electrification. October 1. E.S.B. 16934/66.

FORMOSA

Central Trust of China:
(88/66) Lactic Acid. June 1. E.S.B. 17042/66.*
(88/66) Elevator. May 26. E.S.B. 17037/66.*
(88/66) Electron Tubes. June 4. E.S.B. 17027/66.*
(88/66) Sterilizer. June 1. E.S.B. 17024/66.*
(88/66) Seamless Pipes. June 3. E.S.B. 17020/66.*
(89/66) Technical Endrin. May 31. E.S.B. 17041/66.*
(89/66) Hydrocarbons. June 2. E.S.B. 17031/66.*
(89/66) Methyl Bromide. June 2. E.S.B. 17035/66.*
(89/66) Thermocouple Wires and Insulators. June 3. E.S.B. 17030/66.*
(89/66) Medical Equipment. May 25. E.S.B. 17038/66.*
(89/66) Parathion. May 31. E.S.B. 17040/66.*
(89/66) Bogie Tracks. June 3. E.S.B. 17043/66.*
(89/66) Sight Glass. June 2. E.S.B. 17032/66.*
(89/66) Copper Ore Processing Plant. June 9. E.S.B. 17019/66.*
(89/66) Drilling Equipment and Accessories. June 4. E.S.B. 17022/66.*
(89/66) Steel; Air Brake Parts. June 4. E.S.B. 17023/66.*
(89/66) Steel Pipe. May 28. E.S.B. 17025/66.*
(89/66) Chemical Porcelain Saddles. June 2. E.S.B. 17029/66.*
(89/66) Centrifugal Pumps and Pulp Screw. May 28. E.S.B. 17026/66.*
(89/66) Ultrasonic Testing Equipment. June 2. E.S.B. 17028/66.*
(89/66) Star Delta Starters. June 2. E.S.B. 17033/66.*
(89/66) Testing Equipment. June 3. E.S.B. 17034/66.*
(89/66) Air Compressors. June 3. E.S.B. 17036/66.*
(89/66) Phenol. June 1. E.S.B. 17039/66.*

GREECE

(86/66) Underground Cables for Public Power Corporation. June 3. E.S.B. 16563/66.*
Hellenic State Railways:
(87/66) Fish-Plate Shims. June 14. E.S.B. 16920/66.*
(87/66) Railway Tyres and Wheels. June 7. E.S.B. 16921/66.*

INDIA

(88/66) Compressors for Andhra Pradesh State Electricity Board. May 26. E.S.B. 16983/66.
Atomic Energy Establishment:
(88/66) Fluorescent Lighting Equipment. May 25. E.S.B. 16992/66.
(88/66) Transformer. May 27. E.S.B. 16994/66.
(88/66) Radiography Cameras. May 31. E.S.B. 16995/66.
(88/66) Wheatstone Bridge. June 13. E.S.B. 16996/66.
(88/66) Polarograph. June 14. E.S.B. 16997/66.
(88/66) Graphite Electrode. June 2. E.S.B. 16998/66.
Madras State Electricity Board:
(85/66) Meters and Transformers. July 4. E.S.B. 16560/66.
(85/66) Transformers. June 30. E.S.B. 16432/66.*
(88/66) Hydraulic Compressor for Maharashtra State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 16044/66.*
(87/66) Dropout Fuses for the Gujarat Electricity Board. June 14. E.S.B. 16984/66.

IRAQ

(87/66) Hose for Administration of Distribution of Oil Products. (Further Information.) Tender documents now available. E.S.B. 16060/66.*
Central Foreign Purchasing Board:
(86/66) Surgical Instruments and Laboratory Equipment. July 24. E.S.B. 16591/66.
(86/66) Foam. June 5. E.S.B. 16592/66.
Ministry of Defence:
(84/66) Veterinary Drugs, Instruments etc. June 4. E.S.B. 16057/66.*
(87/66) Shackles, Timbles and GS Blocks. June 11. E.S.B. 16388/66.
(88/66) Spare Parts for Receiver. Closing date postponed to June 11. E.S.B. 22146/65.*
Ministry of Municipal and Village Affairs:
(87/66) Pumping Plant. (Further Information.) Tender documents now available. E.S.B. 14585/66.*
(87/66) Sewers and Pumping Stations. (Further Information.) Tender documents now available. E.S.B. 14586/66.*
(86/66) Telephone Cables for Posts, Telegraphs and Telephones Administration. June 12. E.S.B. 16589/66.

JORDAN

(88/66) Valves for Jordan Petroleum Refinery Co. Ltd. May 31. E.S.B. 16947/66.*

KENYA

(89/66) Cable and Wire for East African Posts and Telecommunications Administration. (Advance Information.) E.S.B. 17060/66.

KOREA

Office of Supply:
(87/66) Air Conditioning Unit and Cooling Tower. June 4. E.S.B. 16901/66.*
(88/66) Insulators; Measuring Instruments. May 26. E.S.B. 17047/66.*
(89/66) Mine Safety Equipment. May 26. E.S.B. 17049/66.*
(89/66) Laboratory Equipment. June 7. E.S.B. 17079/66.*

KUWAIT

Ministry of Electricity and Water:
(86/66) Conduit and Fittings. May 31. E.S.B. 16575/66.*
(87/66) Cable. May 28. E.S.B. 16576/66.*
(87/66) Mobile Drilling Rigs. June 11. E.S.B. 16577/66.*

LIBYA

(85/66) Housing Construction for Ministry of Housing. June 27. E.S.B. 16063/66.*
Ministry of Public Works:
(87/66) House Construction. May 30. E.S.B. 16933/66.
(85/66) Hospital Construction. June 20. E.S.B. 16064/66.

MALAYSIA

National Electricity Board:
(85/66) Water Works Equipment. September 1. E.S.B. 16517/66.
(89/66) Structural Steelwork. June 15 for applications. E.S.B. 17057/66.*

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MALTA

(87/66) Radio-Telephone Equipment for Director of Contracts. June 1. E.S.B. 16925/66.*
The Treasury, Valletta:
(87/66) Canvas Shoes. June 1. E.S.B. 16936/66.*
(88/66) Milk. June 1. E.S.B. 16923/66.*
(88/66) Pharmaceuticals, June 1. E.S.B. 16924/66.*

MOROCCO

(84/66) VHF Equipment for Radiodiffusion Television, Marocaine. Closing date not stated. E.S.B. 16451/66.

NEW ZEALAND

General Post Office:
(88/66) Stoves. June 7. E.S.B. 16937/66.*
(89/66) Screws and Washers. June 8. E.S.B. 17413/66.*
(89/66) Blower and Suction Tools, June 8. E.S.B. 17077/66.*
(89/60) Teleco umunication Equipment. June 8. E.S.B. 17078/66.*
(89/66) Wire. June 10. E.S.B. 17076/66.*
(88/66) Transformers for New Zealand Steel Ltd. (Advance Information.) E.S.B. 17059/66.

PAKISTAN

Directorate of Supply:
(88/66) Chemicals. May 27. E.S.B. 16932/66.*
(88/66) Medical Supplies. May 25. E.S.B. 16954/66.*
(88/66) Chemicals. May 30. E.S.B. 16951/66.*
(88/66) Stop Watch; Microscope. May 25. E.S.B. 16969/66.*
East Pakistan Railway Board:
(85/66) Bogie Trucks. June 13. E.S.B. 16557/66.
(87/66) Route Relay Interlocking System. Closing date postponed to June 16. E.S.B. 9064/66.*
(87/66) Microwave Training Equipment for Pakistan Telegraph and Telephone Department. June 20. E.S.B. 16965/66.
(88/66) Boiler Tubes for Pakistan Western Railway. May 30. E.S.B. 16978/66.
(87/66) Chemical Plant for West Pakistan Industrial Development Corporation. July 15. E.S.B. 16598/66.

SOUTH AFRICA

Cape Provincial Tender Board:
(85/66) Dyeline Paper and Developer. May 27. E.S.B. 16540/66.*
(88/66) Tractors. May 27. E.S.B. 16940/66.*
(88/66) Mowers. May 27. E.S.B. 16938/66.*
(88/66) Rotary Mowers, May 27. E.S.B. 16939/66.*
Natal Provincial Administration Tender Advisory Board:
(84/66) Paper and Cardboard. May 25. E.S.B. 16491/66.
(84/66) Textiles. June 1. E.S.B. 16490/66.*
(84/66) Oxygen Plant for South African Iron and Steel Industrial Corporation Ltd. July 20. E.S.B. 16487/66.*
State Tender Board:
(87/66) Drawing Instruments, May 25. E.S.B. 16582/66.*
(87/66) Electric Cable. June 9. E.S.B. 16584/66.*
(87/66) Cabinet Greasing Set. May 25. E.S.B. 16585/66.*

SPAIN

(84/66) Paving and Drainage Works for Canary Islands for Ministerio Del Aire. Closing date for pre-qualification June 5. Closing date for tenders June 15. E.S.B. 16494/66
(88/66) Electronic Instruments for Ministerio de Industria. May 28. E.S.B. 16919/66.
(84/66) Reservoir Construction for Ministerio De Obras Publicas. May 28. E.S.B. 16495/66.
(84/66) Construction of a Bridge for Municipality of Cadiz. (Advance Information.) Closing date not known. E.S.B. 16307/66.

Brades, Skelton & Tyzack Ltd., Oldbury, Birmingham have recently received a contract covering a very large shipment of specially shaped spade blades for Dutch Guiana. These are supplied 'blades only', the handles being fitted locally. For welding the socket seams of these and other Brades implements—including the new stainless steel forks introduced this year— British Oxygen Lynx II semi-automatic welding equipment is used. For additional strength on the Dutch Guiana spades a reinforcing ring is welded inside the socket.

SYRIAN ARAB REPUBLIC

(85/66) Factory Construction and Equipment for Organisation General for the Executing of Industrial Projects. July 16. E.S.B. 16520/66.
(85/66) Insulators for Posts and Telecommunications Establishment. June 21. E.S.B. 16519/66.*
Syrian General Electricity Authority:
(84/66) Cables, June 9. Tender documents (in French) available. E.S.B. 16521/66.*
(84/66) Terminal and Junction Boxes. June 2. Tender documents (in French) available. E.S.B. 16522/66.*

SUDAN

(87/66) Pipes and Specials for Central Electricity and Water Corporation. June 2. E.S.B. 16569/66.*
(86/66) Telephone Cables and Accessories for Department of Posts and Telegraphs. June 11. E.S.B. 16573/66.
(84/66) Oils and Greases for Sudan Gezira Board. May 30. E.S.B. 16439/66.*

THAILAND

(85/66) Spare Parts for Asphalt Boiler for Department of Highways. May 17. E.S.B. 16513/66.
(87/66) Insulators for Metropolitan Electricity Authority. May 31. E.S.B. 16908/66.*
(85/66) Drawing Office Equipment for Royal Irrigation Department. June 2. E.S.B. 16508/66.*
State Railway of Thailand:
(85/66) Electricity Meters. May 27. E.S.B. 16513/66.
(87/66) Crow Bars. June 7. E.S.B. 16912/66.
(87/66) Electrical Accessories. May 25. E.S.B. 16913/66.
(87/66) Mild Steel Flats. June 1. E.S.B. 16914/66.
(87/66) Mild Steel Angles. June 1. E.S.B. 16915/66.

TUNISIA

(85/66) Refuse Composting Plant for Societe Nationale d'Investissement. June 30. Tender documents (in French) available. E.S.B. 13721/66.*

TURKEY

(89/66) Boiler Tubes for Denizcilik Bankasi TAO. May 25. E.S.B. 17011/66.*
(88/66) Synthetic Resin Plant for Naval Forces Command. June 1. E.S.B. 16944/66.*
(84/66) Pumps for State Hydraulic Works. June 20. E.S.B. 16444/66.*
(88/66) Chains for Turkish Maritime Bank. May 25. E.S.B. 17002/66.*

UNITED STATES OF AMERICA

(85/66) Steel Towers for Bureau of Reclamation. July 1. E.S.B. 16539/66.*
(87/66) Spillway Gates for Department of the Interior. June 7. E.S.B. 16538/66.
(89/66) Drilling Machine and Equipment for United Nations, New York. May 26. E.S.B. 17010/66.*
(89/66) Crane for US Corps of Engineers. May 26. E.S.B. 17006/66.*

ZAMBIA

Central Supply and Tender Boards:
(84/66) Disposable Absorbent Pads. May 27. E.S.B. 16488/66.*
(89/66) Typewriters. June 3. E.S.B. 17009/66.*
(84/66) Switchgear for Municipal Council of Ndola. June 3. E.S.B. 16492/66.

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Australia
(84/66) Agency inquiry for heat tracing equipment; mechanical seats; steam and pipe equipment. E.S.B. 12346/66.
(85/66) Agency inquiry for advertising novelties; builders' and general hardware; china and glass ware; cutlery and tableware; furnishings; perambulators; toys. E.S.B. 16319/66.
(85/66) Agency inquiry for art woodwork; china ornaments; leather work. E.S.B. 16714/66.
(87/66) Agency inquiry for cosmetics; perfumes; pharmaceutical lines and sundries; toiletries. E.S.B. 16393/66.
(87/66) Agency inquiry for films. E.S.B. 16726/66
(84/66) Inquiry for glass eyes; wigs. E.S.B. 16253/66.
(85/66) Manufacture under Licence – fabricated products in stainless steel, aluminium, mild steel and monel metal. E.S.B. 15297/66.
(86/66) Inquiry for tweeds, worsted fabrics. E.S.B. 16324/66.
(88/66) Inquiry for electronic equipment. E.S.B. 16725/66.

Austria
(84/66) Agency inquiry for packaging and printing machinery. E.S.B. 15671/66.
(87/66) Agency inquiry for biscuits; chocolate and confectionery. E.S.. 16678/66.

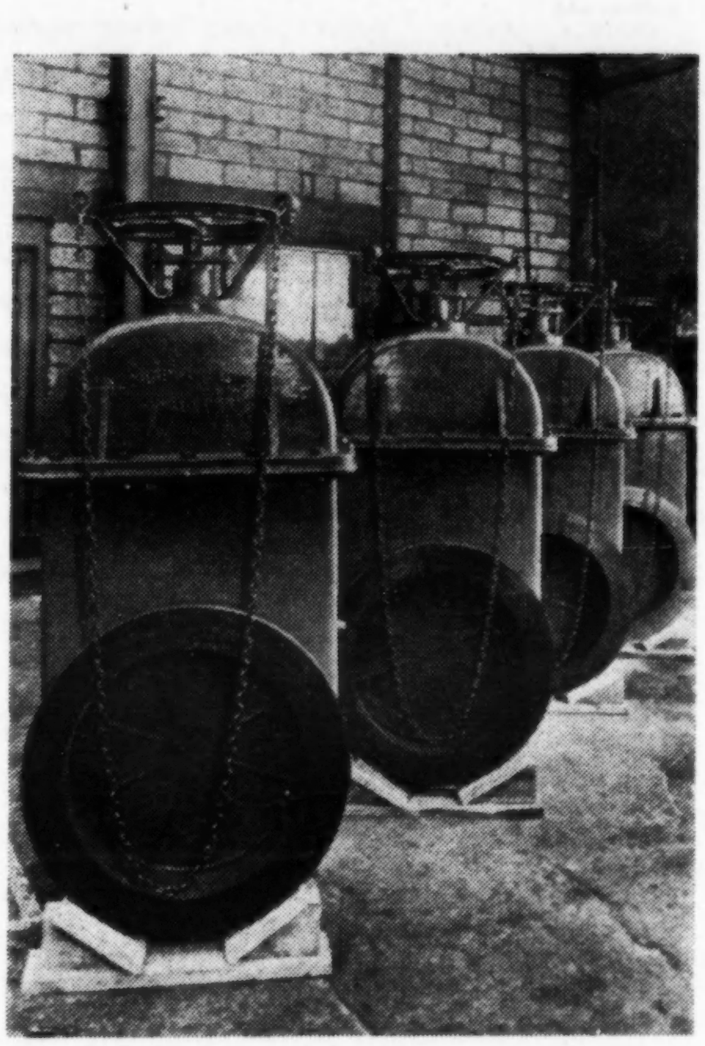
Bahrain
(87/66) Inquiry for juke-boxes; photomatic machine. E.S.B. 16710/66.

Bermuda
(84/66) Inquiry for meat. E.S.B. 15368/66.

Bolivia
(85/66) Inquiry for dental equipment; pharmaceuticals. E.S.B. 16255/66.

Bulgaria
(88/66) Inquiry for biscuit packing machines. E.S.B. 7751/66.

Canada
(83/66) Agency inquiry for women's shoes and snow boots. E.S.B. 15601/66.
(84/6) Agency inquiry for builders' hardware; china; lighting fixtures; prints. E.S.B. 16167/66.
(84/66) Agency inquiry for electronic radio and television components and equipment. E.S.B. 16196/66.
(84/66) Agency inquiry for magnetic flow meters; measuring devices; read-out equipment; temperature monitoring equipment; valves and actuators. E.S.B. 16221/66.
(85/66) Agency inquiry for graphic art products; giftware; toys and hobbies. E.S.B. 16383/66.
(86/66) Agency inquiry for builders' supplies; plumbing and heating materials. E.S.B. 16322/66.



These four valves for the Cuban Government meant a high-speed design and manufacturing operation by George Waller & Son Ltd., of Stroud, Glos. They received an order for the urgent delivery of four special valves for the Government of Cuba, for use with 24 in. pipes in a sugar processing plant. A penalty clause called for completion within three and a half weeks of the order. To meet the specification, drawings and patterns had to be changed, new castings produced and machined, with assembly followed by the usual testing. All four valves were packed and ready for shipment within three weeks.

(87/66) Agency inquiry for air compressors; cranes. E.S.B. 16815/66.
(83/66) Inquiry for elastic fabric. E.S.B. 15308/66.
(84/66) Inquiry for aircraft navigational equipment; educational aids; electronic equipment; telecommunication equipment. E.S.B. 13756/66.
(84/66) Inquiry for games. E.S.B. 16197/66.
(84/66) Inquiry for gramophone label paper. E.S.B. 15959/66.
(85/66) Inquiry for bicycles; domestic hardware; electrical appliances; glassware; sports goods; tableware. E.S.B. 16763/66.
(86/66) Inquiry for men's wear; men's jewellery and related items; toiletries. E.S.B. 16336/66.

China
(88/66) Method of trading. C.R.E. 1968/2/G.

Denmark
(86/66) Agency inquiry for women's clothing. E.S.B. 16328/66.
(88/66) Inquiry for fish carcasses. E.S.B. 15681/66.
(88/66) Inquiry for fish carcasses. E.S.B. 16718/66.

Finland
(84/66) Agency inquiry for nylon fabrics. E.S.B. 7760/66.
(84/66) Agency inquiry for scissors; slide fasteners. E.S.B. 16175/66.
(88/66) Inquiry for glove leather; knitted elastic fabric. E.S.B. 16660/66.

France
(84/66) Agency inquiry for valves. E.S.B. 15978/66.
(84/66) Inquiry for engineering machinery. E.S.B. 16312/66.
(89/66) Inquiry for engine parts; tractor spares. E.S.B. 17225/66.

Germany, Federal Republic of
(87/66) Agency inquiry for bricklayers' tools; spirit levels. E.S.B. 16676/66.
(87/66) Agency inquiry for tiles. E.S.B. 14040/66.
(86/66) Inquiry for scientific instruments. E.S.B. 17153/66.
(86/66) Inquiry for sugar confectionery. E.S.B. 16308/66.
(88/66) Inquiry for plastic products. E.S.B. 16250/66.

Greece
(85/66) Agency inquiry for printing machinery and sundries. E.S.B. 16391/66.

Hong Kong
(84/66) Agency inquiry for furnishing fabrics. E.S.B. 40498/65.

Iran
(88/66) Agency inquiry for glass decoration materials. E.S.B. 12563/65.
(85/66) Inquiry for vegetable oil. E.S.B. 16173/66.

Iraq
(85/66) Agency inquiry for textiles. E.S.B. 16220/66.

Israel
(83/66) Agency inquiry for metal brush sets; metal compacts; powder puffs. E.S.B. 15968/66.
(83/66) Agency inquiry for metals. E.S.B. 15986/66.
(83/66) Agency inquiry for sports and camping goods. E.S.B. 16113/66.
(84/66) Agency inquiry for electronic equipment; marine communication equipment; ship-engine room equipment. E.S.B. 15716/66.
(84/66) Agency inquiry for metals. E.S.B. 16271/66.
(85/66) Agency inquiry for gas, oil, steam and water equipment. E.S.B. 16125/66.
(83/66) Inquiry for control equipment; instruments; thermometers. E.S.B. 16112/66.
(85/66) Inquiry for steel-jointing sheets. E.S.B. 35793/64.

Italy
(84/66) Agency inquiry for adhesive papers, transfers, etc.; household requisites; shop fittings; supermarket items; toys. E.S.B. 16118/66.
(84/66) Agency inquiry for dinner sets. E.S.B. 15999/66.

Jamaica
(87/66) Inquiry for revolving crane. E.S.B. 16645/66.

Japan
(84/66) Inquiry for foodstuffs; furs; kitchen equipment. E.S.B. 14465/66.

Jordan
(84/66) Agency inquiry for whisky. E.S.B. 16195/66.
(84/66) Inquiry for milk; paper machinery; paper roll dispensers and holders. E.S.B. 16169/66.
(84/66) Inquiry for waxed containers. E.S.B. 16182/66.

Kenya
(85/66) Agency inquiry for pottery; shirtings. E.S.B. 4454/66.
(88/66) Inquiry for cotton poplin; pressing machines. E.S.B. 16787/66.

Lebanon
(84/66) Agency inquiry for kitchenware; rubber gloves; rubber gaskets. E.S.B. 16000/66.
(85/66) Agency inquiry for carpets; stationery; suitings; whisky. E.S.B. 4595/66.

Malaysia
(83/66) Inquiry in respect of ice-making plant – further information. E.S.B. 15094/66.

Morocco/Yugoslavia
(86/66) Trade Agreement. C.R.E. 4812/G.

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Netherlands
(85/66) Agency inquiry for fishing gear; fishing vessel equipment. E.S.B. 16161/66.

New Zealand
(87/66) Advertising in New Zealand Commerce Supplement. E.S.B. 17161/66.
(88/66) Inquiry for department store goods. E.S.B. 17319/66.

Nigeria
(88/66) Inquiry for consumer goods; food products; household items; machinery, equipment and raw material for sun-glasses manufacture. E.S.B. 17156/66.

Pakistan
(88/66) Agency inquiry for industrial machinery, equipment and supplies; railway equipment and supplies. E.S.B. 16874/66.
(85/66) Inquiry for double-deck bodies; trailers. E.S.B. 16119/66.
(87/66) Inquiry for sulphur. E.S.B. 16706/66.
(88/66) Inquiry for domestic appliances manufacturing plant. E.S.B. 16743/66.

Peru
(84/66) Agency inquiry for domestic electric appliances. E.S.B. 10771/66.

Rumania
(84/66) Inquiry for metal container manufacturing plant. (Further Information). E.S.B. 11423/66.

Singapore, Republic of
(89/66) Inquiry for cutters; dredger impellers; electrodes and electrode machines; steel; workshop tools. E.S.B. 17180/66.

South Africa
(83/66) Agency inquiry for tennis gut; tennis racquets. E.S.B. 15958/66.
(84/66) Agency inquiry for industrial hooters and sirens. E.S.B. 16301/66.
(85/66) Agency inquiry for fish processing machinery; galley stoves; refrigerators. E.S.B. 16354/66.
(87/66) Agency inquiry for binoculars; scientific instruments. E.S.B. 16637/66.

Spain
(86/66) Agency inquiry for gin. E.S.B. 16618/66.
(88/66) Manufacture under Licence – smoke purifying units. E.S.B. 3665/66.

Sudan
(83/66) Agency inquiry for military equipment; uniforms. E.S.B. 15539/66.

Surinam
(88/66) Agency inquiry for household articles; textiles; toilet preparations. E.S.B. 16811/66.

Sweden
(84/66) Agency inquiry for tractor spare parts and accessories. E.S.B. 16200/66.
(88/66) Agency inquiry for industrial leather gloves. E.S.B. 16797/66.
(89/66) Agency inquiry for accumulators; breakdown vehicles; jackscrews; plastic bags; plastic tubes; rubber; tools; tyres. E.S.B. 17179/66.
(89/66) Agency inquiry for electric guitars. E.S.B. 17146/66.
(84/66) Inquiry for lighting fittings. E.S.B. 16183/66.
(88/66) Inquiry for electric cable. E.S.B. 4445/66.

Switzerland
(83/66) Agency inquiry for electro-mechanical counters. E.S.B. 15775/66.
(84/66) Agency inquiry for chemicals. E.S.B. 9482/66.
(85/66) Agency inquiry for children's coat and dresses; piece-goods. E.S.B. 16681/66.
(85/66) Agency inquiry for engineering specialities; industrial supplies; measuring instruments. E.S.B. 16240/66.
(85/66) Agency inquiry for leather. E.S.B. 16265/66.
(86/66) Agency inquiry for copper; hydraulic pipe; steel products. E.S.B. 16335/66.
(86/66) Agency inquiry for women's clothing. E.S.B. 45937/65.
(89/66) Agency inquiry for catering equipment. E.S.B. 16846/66.

Syrian Arab Republic
(87/66) Inquiry for alternators; engines; generators; motors. E.S.B. 12981/66.
(88/66) Inquiry for clothing; leather and leatherettes; plastic sheeting. E.S.B. 17302/66.

Trinidad and Tobago
(85/66) Inquiry for plastics working machinery. E.S.B. 16273/66.
(88/66) Inquiry for metal bed and spring making machinery and materials. E.S.B. 14013/66.

Turkey
(86/66) Agency inquiry for diesel motors; electric generators; gas and petrol pumps; rock-bits; steel sheets; steel tyres; workshop machinery. E.S.B. 15930/66.

Turkey/USSR
(85/86) Trade Agreement.

UAR (Egypt)
(86/66) Inquiry for sewing machine heads; tiles. E.S.B. 16394/66.

United States of America
(83/66) Agency inquiry for seed processing plant. E.S.B. 963/66.
(84/66) Agency inquiry for air conditioning, heating and plumbing products and equipment. E.S.B. 16147/66.
(84/66) Agency inquiry for files and bandsaws. E.S.B. 15910/66.
(84/66) Inquiry for ejector pins. E.S.B. 13870/66.
(85/66) Inquiry for threaded nails. E.S.B. 16310/66.
(86/66) Inquiry for haberdashery; housewares; manicure sets. E.S.B. 16290/66.
(87/66) Inquiry for beryllium copper springs. E.S.B. 16634/66.
(87/66) Inquiry for bottle caps. E.S.B. 16826/66.
(87/66) Inquiry for engines. E.S.B. 17190/66.
(87/66) Inquiry for industrial handling equipment. E.S.B. 16361/66.
(87/66) Inquiry for iron piping. E.S.B. 16831/66.
(87/66) Manufacture under licence in Britain – audio visual system. E.S.B. 15661/66.
(88/66) Inquiry for costume jewellery; gift items. E.S.B. 16844/66.

Yugoslavia
(83/66) Inquiry for airport communication equipment. E.S.B. 15710/66.
(85/66) Inquiry for dumpers and tippers. E.S.B. 16608/66.
(88/66) Inquiry for chemicals; cosmetics; medical equipment. E.S.B. 16612/66.

Zambia
(86/66) Agency inquiry for burglar alarms; detection apparatus; fire protection, etc. E.S.B. 16360/66.

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

COPIES *of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Room* 641, 1 *Victoria Street, London, S.W.*1—*or telephone Abbey* 7877, *Ext.* 2579.

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.

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Export Service Bulletin Section – Room H.35, Hillgate House, 35 Old Bailey, London, E.C.4. T.A.: 'Exserbra, London EC4' (City 5757 Ext. 433; Telex 25977.)

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Jute Control P.O. Box 3, Kandahar House, 71 Meadowside, Dundee. Telephone: Dundee 24953

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Export Orders

4,000 Gyros to America

An order just received by the Aviation Division of Smiths Industries brings the total number of miniature rate gyros ordered by an American manufacturer of flight control systems to 4,000. Value of the orders is in excess of £½ million.

Fifty-five machines in one order from Italy

Rotaprint Limited's have announced an order from Milan for 55 Rotaprint small offset printing and duplicating machines to a total value of £40,000.

£¼ million West German order

Brook Motors Limited of Huddersfield have received an order from West Germany likely to total over £250,000 in the present year. The order is for sealed stator rotor units for use in refrigeration equipment. Secured in the face of intense competition, particularly from German manufacturers, this is probably the largest single order ever received by the company.

British castles on casseroles for South Africa

James A. Jobling & Co. Ltd., 'Pyrex' glassware manufacturers of Sunderland, have sold to South Africa 30,000 casseroles decorated with pictures of British castles. The five castles depicted are: Windsor, the Tower of London, Kismull, Harlech and Bamburgh.

Light fittings for Sweden

Concord Lighting Limited, the export division of Rotaflex (Great Britain) Limited, has just been successful in introducing their lighting fittings on the Swedish market and securing orders to the value of approximately £50,000, in particular for their revolutionary and versatile Lytespan Track system and spotlights. After over a year of negotiations with SEMKO, the Swedish electrical authorities, both track and fittings have been approved. For these negotiations, the managing director of Rotaflex, assisted by members of his sales and technical staff, has visited Stockholm on several occasions and has personally supervised sales promotion in Sweden. The opening of this market has resulted in ever-increasing export sales, and there is unlimited scope for future sales in this area.

Exports to 12 countries

Wild Barfield Ltd. (a division of Parkinson Cowan Limited) are currently working on orders for 12 different overseas countries. They are manufacturing vacuum and gas carburizing furnaces for Belgium, shaker hearth equipment and muffles for Holland, and toolroom furnaces for the Lebanon.

Equipment is also being made for India, Pakistan, Malaya, Ceylon, Cyprus and Kenya, as well as China, Poland and the Soviet Union.

£¼ million exports in two weeks

An export order for six diesel engines finalized in Australia on March 29 brought Ruston and Hornsby's export business for small industrial engines won within the past two weeks alone to well over £270,000.

Constructors for Burma

Two Scammell 6-wheeled (all wheel drive) constructors have been ordered by Myama, Export-Import Corporation of Burma. The total value of these two outfits is approximately £28,000.

Plastics machine for Scandinavia

Cravens Machines Limited, Sheffield, have won a Scandinavian order for the HPM Plastics injection moulding machine. The customer is Bang & Olufen, the well-known makers of radio, television, stereophonic and tape recorder equipment who chose the machine after a detailed study of the United Kingdom and foreign competition.

Million dollars worth of diesel engines

An order for 3,800 diesel engines worth more than $1 million has been received by R. A. Lister & Co. Ltd., of Dursley, Gloucestershire – a Hawker Siddeley Company. The order, for Lister air-cooled diesel engines, was placed by the Consolidated Diesel Electric Corporation of Connecticut, after negotiations with Lister's American subsidiary, Lister Blackstone Inc., of New York.

R. A. Lister & Co. Ltd. export more than 70 per cent of their production to more than 100 different countries.

Steel annealing plant for Argentina

Wellman Incandescent Furnace Co. Limited, Smethwick, is to instal plant for the annealing of steel strip in coil, at Somisa, the Argentinian steelworks, to whom the company supplied a similar installation in 1958. The order is worth nearly £500,000.

Large electronic orders from France

The Solartron Electronic Group have received orders from France for electronic equipment totalling £111,675. The biggest order was for data loggers, worth £47,000, with the complete breakdown being £37,000 for digital voltmeters, £17,000 for oscilloscopes and £10,000 for power supplies. This latest order brings Solartron's total sales to France to over the £1 million mark in the past three years.

Brookhirst Igranic (MI Group) has recenty completed these two alternator control boards for the sugar industry in the Caribbean. They will control a series of back pressure turbo alternators, varying between 750 and 2,000 kW at 480 V, and incorporate special busbar designs up to and including 6,000 amperes.

The Vacu-Lug Organisation of Grantham, which over the past 16 years has built up one of the world's largest international networks of tyre reconditioning factories, has announced its intention of entering the vast civil engineering and earthmoving market in the United States, with a tyre reconditioning process which was invented in the States but which, through lack of technical development, has never been fully exploited there. In the photograph, another lug is laid in place on a huge earth-mover tyre.

Japan buys British automatic car transmissions

Exports of automatic car transmissions to Japan from the British Borg-Warner factory at Letchworth, Herts, are now running at nearly four times the level they were when sales started less than two years ago. Four makes of Japanese car are now fitting this British-made system. When exports began in 1964 a total of £250,000 worth of transmissions was shipped to Japan. In the following year the value nearly doubled, and in the first quarter of 1966 total sales amount already to nearly the figure for the whole of 1964.

First Turkish mechanized milking project

Amongst recent export orders for Gascoignes (Reading) Ltd., agricultural and dairy equipment, Mr. R. E. Tipton, export executive director, has announced a contract covering the supply and installation of the first large scale machine milking project in Turkey on three state farms. These orders were obtained as part of the Turkish Government's development and mechanization of their agriculture.

Fire alarms for East Pakistan

The Associated Fire Alarm Group, one of Britain's leading fire prevention organizations, have completed a £12,000 export order, consisting of five street fire alarm systems, for the Government of East Pakistan. The alarm systems, ordered by the director of Fire Services in East Pakistan, will be installed in five towns: Dacca, Chittagong, Khulna, Nartangunz and Raj Ghani.

British order for Cyprus dam

Grouting operations will shortly commence on a new water supply undertaking in Cyprus, where the Cementation Company Limited have secured a contract worth £19,000 for rock and alluvial treatment at the Yermasoyia Dam site, situated 12 miles from Limassol.

Robotug system for Swiss store chain

The Robotug driverless truck system designed and developed by EMI Electronics Ltd. is being installed in the central warehouse of a Swiss department store chain. The installation at the Rheinbrücke AG warehouse in Möhlin, near Basle, will be the first Robotug system in Switzerland. Four Robotugs will serve a complex route of more than 1,000 yds., speeding the flow of goods between receiving, storage and shipping areas. Installation work due for completion early in February, is being carried out by EMI Electronics' Swiss agents, Frech Bros., of Sissach.

Computer sales overseas

International Computers and Tabulators Ltd., London, have now delivered 10 of their new 1900 Series computers overseas. Four are installed in Australia, two in New Zealand, two in South Africa, and one each in Sweden and Ireland. These 10 systems have a capital value of over £1 million.

South Africa orders traction equipment worth more than £10 million

Orders totalling over £10 million for electric traction equipment have been placed by South African Railways following joint tenders submitted by AEI South Africa (Proprietary) Ltd. on behalf of Associated Electrical Industries Ltd. and the English Electric Co. Ltd.

The equipment, which is similar to that previously supplied to South African Railways by these two companies, is for 225 Class 5E1 2,200 h.p. 3,000 V d.c. electric locomotives, and for 247 multiple-unit coaches which will run on the Durban suburban railway extensions now nearing completion.

As on previous orders, the main contractor will be the Union Carriage and Wagon Co. (Pty.) Ltd., of Nigel, Transvaal, in whose works both the locomotive and multiple-unit equipment will be fitted.

Refrigeration contract

A food cold store in Afghanistan is to be supplied with ceiling mounted chillers by York Shipley Ltd., London, N.W.2. The contract for the chillers, which have a power requirement of 45 h.p., was awarded by Rose, Downs and Thompson Ltd., Hull.

Machine tool export order

High Precision Equipment, part of the Associated Engineering Group, have received an order from Simca of Paris for an HPE-Baird 76-H six-spindle chucking machine for delivery towards the end of the year.

French nuclear order for British firm

Fine Tubes Ltd. of Plymouth has won an order for stainless steel tubing to be used as fuel element cans at the French EL4 research nuclear reactor at Brennilis, Brittany. This is a result of visits to the British firm's factory by representatives of the Commissariat à l'Energie Atomique (the French Atomic Energy Authority), and by officials of Fine Tubes to France.

Thirteen thousand tubes, each 18½ in. in length, comprise the order, worth some £17,800.

British order for Peruvian Railways

Balfour, Williamson (Export Services), a subsidiary of BOLSA, have received orders from the Peruvian Corporation totalling £625,000 for the supply of materials for the re-railing programme of the Central and Southern Railways of Peru.

Canadian construction contract

A $194,519 contract has been awarded by Warner Lambert Canada Ltd. to the Mitchell Construction Company (Canada), a member of the Mitchell Construction Kinnear Moodie Group Limited. The contract is for footings, piers and related work for a sub-structure to a new factory and offices being built for Warner Lambert at Scarborough, Ontario.

Vacuum vessel for multi-channel spectrograph

Joseph Adamson & Co. Ltd., Hyde, Cheshire, specialists in steel fabrication and vacuum work, are fabricating the vacuum vessel for a multi-channel spectrograph which the United Kingdom Atomic Energy Authority at their Aldermaston Laboratories are supplying to Pennsylvania University.

£1¼ million export orders

Clark Equipment Limited, Camberley, have announced export orders worth over £1¼ million from South America, Spain, Switzerland and Belgium for more than 200 Michigan tractor loading shovels.

Export orders for roof supports

A. G. Wild & Co. Ltd., the Sheffield-based colliery and materials handling machinery manufacturers, have received orders totalling £100,000 from two German companies for their latest type self-advancing powered roof supports.

British contract for Rotterdam refinery

Rotork Engineering Co. Ltd., valve control specialists, of Bath, Somerset, have received a contract for 32 of their new 'B' type electric valve actuators for use in the British Petroleum refinery under construction at Rotterdam, Holland.

£30 million fertilizer plant

ICI has been granted a licence by the Government of India to build a £30 million fertilizer complex at Kanpur. When it is completed in 1969 it is expected to be the largest single fertilizer plant in Asia.

The complex will manufacture initially 300,000 tons of ammonia, using the ICI steam naphtha process. Almost all of this ammonia supply will be used to make 450,000 tons of urea. The Indian Government have guaranteed to supply 250,000 tons of naphtha per year from its Barauni refinery.

The new project will be integrated into the activities of Indian Explosives Ltd., a subsidiary of ICI, which is a major producer of commercial explosives in India and which will benefit by deriving its ammonia requirements from the new complex.

Foreign exchange cost of the project is £12 million, which will be contributed equally by ICI as equity, by the International Finance Corporation as equity and a 10-year loan, and as extended credit from Japanese interests for the supply of part of the plant. Equipment will be purchased in the United Kingdom to at least the equivalent value of the ICI financial contribution.

This new attachment for the HY-MAC 580T Truck Mounted Excavator is a hole borer and pole erector. Holes can be bored anywhere around the vehicle at approximately 15 ft. 6 in. radius from the turntable and poles can be lifted from anywhere within approximately 25 ft. of the turntable and erected vertically in the pre-bored holes.

British system for Belgian television

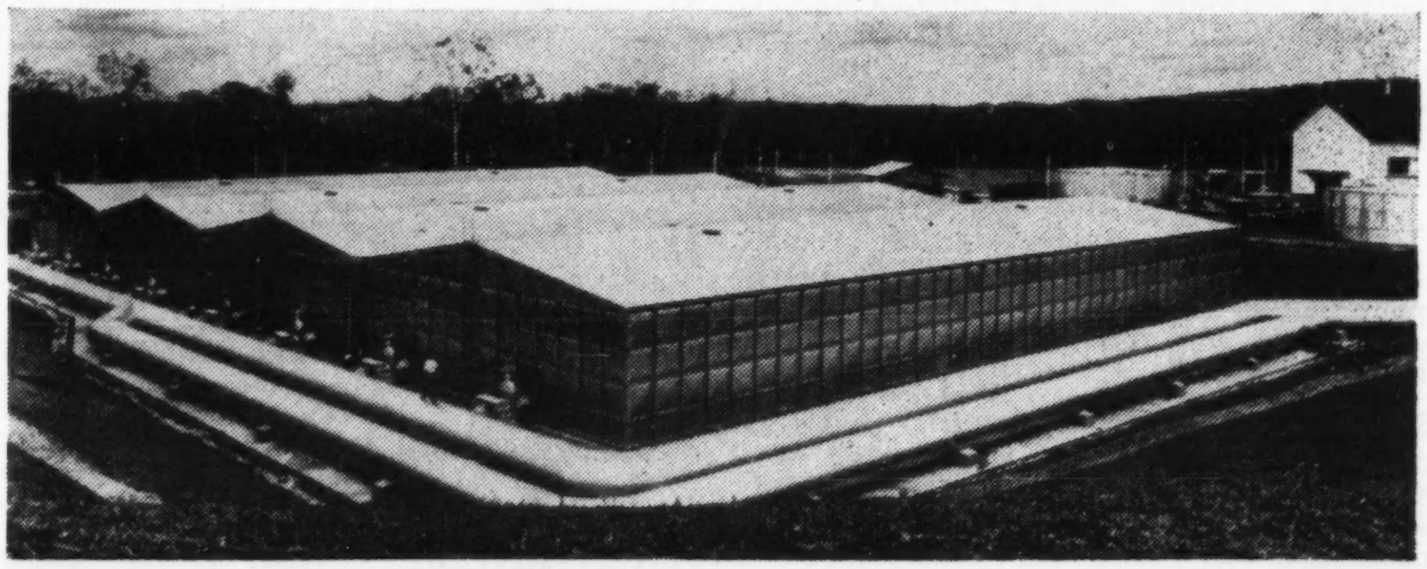
EMI Electronics Ltd. has been awarded an initial contract worth £41,000 to supply and install a television and sound distribution system at the new Radiodiffusion Television studio centre in Brussels.

The order, which was negotiated in conjunction with FMIT, the EMI local agent, was won in the face of strong competition from other leading British, Belgian, French and German electronics firms. The new studio centre will be one of the most modern and best equipped in Europe.

British biscuit machines for Belgium

Simon-Vicars Ltd., Earlestown, Lancashire – a member company of Simon Engineering Ltd. – have received an order from General Biscuit Co. (Division Parein), Beveren-Waas, Belgium, for biscuit-making machinery.

The order includes one No. 16 high-speed cutting machine and two high-speed mixers.



A sectional bolted steel tank, claimed by the makers to be the largest in the world, has been erected near Johore, Malaysia, where it will serve as a vital link in the supply of fresh water to Singapore. The tank, made by the Braby of Britain Group, holds up to 3½ million gallons and was ordered by the Singapore Public Utilities Board.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of March 18. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 904 of October 23 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757)*

Selling colour printing in United States

MR. GEOFFREY GEDDES, sales manager of Percy Lund, Humphries and Co. Ltd., London, left on May 9 for a three week tour of the United States and Canada. Mr. Geddes will be visitiing Boston, Worcester, Hertford, New Haven, New York, Philadelphia, Wilmington, Baltimore, Washington, Pittsburgh, Cleveland, Toledo, Detroit, Madison, Buffalo, Toronto and Montreal.

Lund, Humphries report that they were recently successful against world-wide competition in winning the order of the printing in 4-colour letterpress of a unique publication on the work of Clyfford Still, the American painter. This has just been published by the Albright-Knox Gallery of Buffalo, New York. Despite the long distance involved, the work was produced to very exacting standards, and has already aroused interest among other buyers of high-quality colour printing.

Nine-country tour for mobile training unit

NINE COUNTRIES in the Middle East and Southern and Central Europe will be visited by a Massey-Ferguson mobile training unit during the next eight months. In each country the unit will be used to provide on-the-spot instruction in field and workshop techniques for operators of the company's farm machinery, and industrial and construction equipment.

The tour programme covering nearly 20,000 miles, started in Turkey early this month and will continue through Iran, Bulgaria, Yugoslavia, Rumania, Hungary, Czechoslovakia, Poland and East Germany.

Leicester businessmen's overseas missions

THE LEICESTER and County Chamber of Commerce is sending two missions abroad in the next two months; one consisting of 14 members who will visit Oslo, Stockholm and Helsinki from May 1 to 11, and the other comprising 18 members who will visit Budapest, Vienna and Warsaw from May 25 to June 5.

Directors seek more exports

MR. J. BUSHNELL managing director and Mr. A. N. Turnbull sales director of Crypton Equipment Ltd. (MI Group) are leaving this month on a 10-week, round-the-world tour to open up new markets and visit existing agents.

Crypton manufactures automobile test and service equipment, including the Crypton oscilloscope engine tester. Last year its export business expanded by 30 per cent.

Cutlery for Scandinavia

MR. ELLIS D. SHORTT, sales manager of Arthur Price of England, cutlery manufacturers, made a lightning tour of Scandinavia and Northern Europe at the end of April. He visited cities in Norway, Sweden, Finland, Denmark, Germany and France, to establish agencies, consolidate existing contacts and also to gain wider experience and knowledge of these markets.

Arthur Price have been exporting a large percentage of their output for several years, mainly to Middle Eastern countries and their expansion into Europe and Scandinavia is a recent development.

Director's continental sales tour

MR. DAVID INCE, managing director of Bryans Limited, Mitcham, left for a five-country, fact-finding visit at the beginning of April. Bryans, who specialize in aviation instrument test equipment, export almost 50 per cent of their production.

During his tour Mr. Ince will visit Bryans' agents in Sweden, Norway, Holland, Germany and France in order to discuss the consolidation and expansion of the company's sales interests in these countries.

Whisky sales trip

MR. L. F. KELLY, representative of Wm. Sanderson & Son Ltd., distillers and blenders of VAT 69 Scotch whisky left London on April 14 on a nine week tour covering Puerto Rico, Barbados, Grenada, Trinidad, Curacao, Panama, Costa Rica, Nicaragua, Honduras Republic and Mexico.

He will be visiting Sanderson's distributors and wholesale and retail outlets to promote the sales of VAT 69 in these countries.

Cycle executives' American trade mission

A PARTY of 17 sales executives from the British Cycle and Motor Cycle Industries began a 12,000 mile, three-week 'whistle-stop' tour of the United States and Canada on April 16, in an effort to secure valuable export orders for Britain. The party is led by Mr. Hugh Palin, MBE, director of the British Cycle and Motor Cycle Industries Association. The Association say that this is the first time companies in the industry have taken part in a joint mission of this nature, and this has been made possible by the Government's Export Incentive Scheme, operated by the Board of Trade.

Sales promotion tour of Japan

CDR. ERIC S. HILL, marine sales manager of Arborite Ltd., manufacturers of decorative laminated plastics, arrived in Tokyo on April 19 for a sales promotion tour of Japanese shipyards. Arborite is used extensively by shipbuilders for ceilings and bulkheads as well as for furniture and fittings. Arborite recently took over the responsibility of sales to Japanese shipbuilders from Arborite in Canada.

Cdr. Hill has been concerned with development and application of laminated plastics in the shipbuilding industry for many years.

Electrical expert's Scandinavian tour

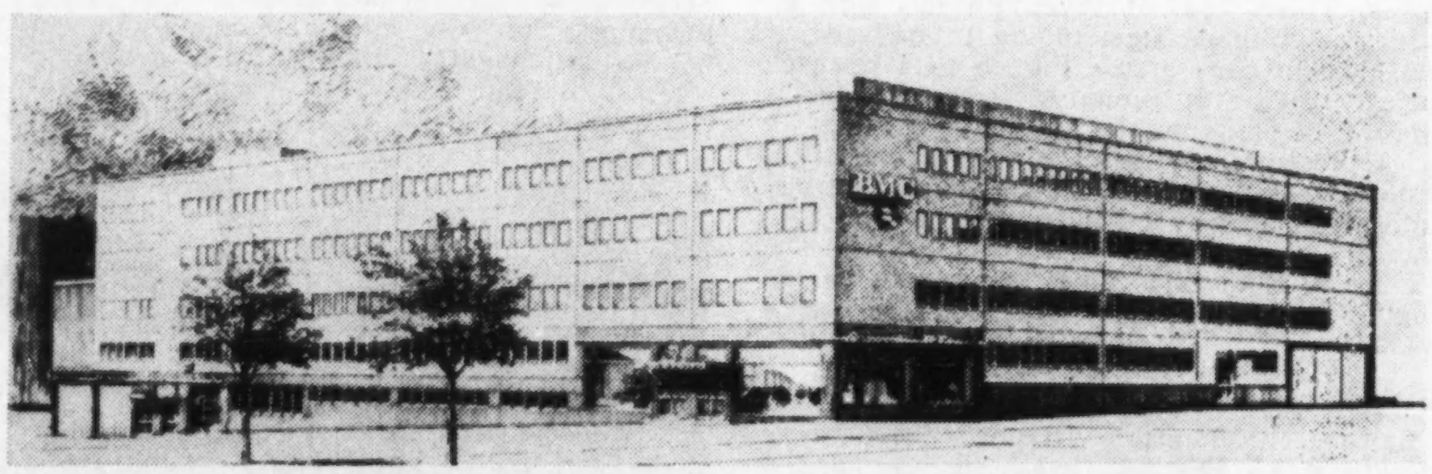
MR. J. D. PALMER, technical engineer with T.D. Export Ltd. (for John Craig & Co.) has been visiting Copenhagen, Oslo, Stockholm and Helsinki from April 14 to May 6, to contact prospective agents and buyers. The company specializes in electrical installation, industrial armature re-winding and the design and manufacture of electronic control equipment.

Tour to Spain and Portugal

MR. J. M. ORTON, export sales manager of J. Allen Rubber Co. Ltd., manufacturers of Marigold household rubber gloves and plastic baby pants visited his company's distributors and customers in Spain and Portugal during April. The company report that sales of Marigold products in these traditionally difficult markets for luxury consumer goods have more than doubled in the last twelve months with the result that the Iberian Peninsular now numbers among the dozen or so most important world outlets for the company. J. Allen Rubber Co. Ltd. exports more than half of its total production to some 60 overseas markets.

Steel executive's business tour

MR. J. HALFORD, marketing manager of Low Moor Alloy Steelworks arrived in Sydney on April 23 to begin a business tour of Australia, New Zealand, Canada and the United States.



A £2 million, six-storey new BMC centre in Stockholm was inaugurated on April 21 by the British Ambassador to Sweden, Sir Moore Crosthwaite, in the presence of Prince Bertil of Sweden.

Strategically sited only 100 yards from the Stockholm Free Port, the building will employ 300 people and serve as the headquarters for BMC operations in Sweden.

Sir George Harriman, chairman of BMC, described the construction of the new building as 'a measure of the importance we attach to Sweden – our leading post-war market in Europe for built-up vehicles. In that period Sweden has taken over 140,000 Austin and Nuffield units to the total value of £80 million,' he said.

'Our sales in the Swedish market are continually increasing, and our front-drive vehicles have shown themselves ideally suited to snow and ice conditions – as the record of rally successes of the Mini in Sweden proves. Indeed, sales of the Mini in particular – affectionately known in Sweden as the "dog kennel" – are advancing by leaps and bounds.'

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

BRAZIL

Transfer from special to general category of imports

HM EMBASSY at Rio de Janeiro report that the following items have now been transferred from the special to the general category of imports. This constitutes the second 'list' of such goods, the first of which was published in the *Board of Trade Journal* issues of March 25 and April 1, pages 694 and 753 respectively.

Tariff No.		Item
04.01		Fresh milk, not concentrated, sterilized or not:
	001	Whole milk, with minimum fat content of 3%.
	002	Partially or wholly skimmed, with fat content of less than 3%.
	003	Modified, acidified or not, kephir, fermented yoghourt and the like, maternalized milk not concentrated nor pulverized.
04.02		Partially dehydrated milk:
	001	Concentrated or condensed, not sterilized and without the addition of sugar (refrigerated concentrated milk).
	002	Concentrated or condensed, without sugar, sterilized, evaporated milk, unsweetened condensed milk.
	003	Concentrated or condensed, with sugar.
04.03		Wholly dehydrated milk, in powder or dried:
	005	Skimmed for industrial purposes or animal feeding.
04.04		Wholly dehydrated milk, in tablets or compressed tablets.
04.05		Cream of milk.
04.09		Natural honey.
09.05		Pepper and sweet pepper:
	001	Pepper and sweet pepper, fresh, dried, whole, or in grain.
	002	Pepper or sweet pepper, in powder.
	003	Paprika.
09.07		Cinnamon:
	002	Ground or pulverized.
09.08		Cloves, fruit or stalk:
	002	Ground or pulverized.
09.10		Ammomons and cardamons.
09.12		Saffron, stamen or pistil:
	001	Seed.
	002	Stamen or pistil.
09.13		Laurel leaves, thyme.
09.14		Any other spice:
	001	Garlic in powder.
	002	Curry powder and any other spice flavouring.
	003	Sweet capsicum in powder.
	004	Any other spice.
10.07		Canary seed, millet and mixtures for bird food:
	002	Mixtures for bird food.
25.01		Salt:
	001	Rock salt, crude.
	002	Salina or sea salt, including kitchen salt.
	004	Table salt and the like.
26.19		Titanium ore:
	001	Rutile.
	002	Ilmenite.
	003	Any other.
29.02		Halogenated derivatives of hydrocarbons:
	048	Trichlorodi (chlorophenyl) ethane (DDT) of less than 99% concentration.

(*Continued on next page*)

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BRAZIL, *continued*

Tariff No.		Item
30.03		Medicaments:
	014	Based on extracts of medicinal plants.
	020	Based on hormones and any of their derivatives and associations.
	021	Based on lobeline and the like, for use as partial substitute for blood or plasma.
	025	Based on organo-therapeutic products, their derivatives and associations.
	027	With penicillin basis.
32.08		Varnishes:
	001	Based on bitumen.
	002	Based on cellulose derivatives.
	003	Based on gum-lac.
	004	Based on oil.
	005	Based on plastic materials, or artificial or synthetic resins, including solution or dispersion of plastic materials or synthetic resins in which the weight of the volatile solvent exceeds by 70% the weight of the solution.
	006	Any other.
32.09		Writing, drawing, or copying inks, whether or not in bottles, pastilles, tablets, tubes, and similar containers.
32.10		Printing inks: for lithography, rotogravure, typography or any others.
32.12		Prepared colours:
	001	Water colours for finishing leather.
	002	Any other water colours.
	003	Anti-scale and anti-fouling compounds for ship's hulls and the like.
	004	Oil paints in putty or paste form, for subsequent dilution.
	005	Liquid oil paint.
	006	For metal preservation, based on aluminium in powder or red lead.
	007	For metal preservation, based on iron minium.
	008	Enamels based on varnishes (from cellulose derivatives, synthetic resins and any other).
	009	Based on bitumen, pitch, tar and the like.
	010	Based on luminophores (luminescent paints).
	011	For the manufacture of artificial pearls (Orient essence).
	012	Any other.
32.14		Mastics or putties:
	001	Joiner's putty.
	002	Marble-workers plastic.
	003	Putties, pastes and the like for the preparation of surfaces.
	004	Glazier's putty.
	005	Any other.
34.02		Softeners, levelling agents, anti-foam agents, emulsifiers, detergents, wetting-out agents, or any other similar surface-active agents:
	001	With a registered national similar.
36.01		Propellent powders.
36.02		Prepared explosives:
	001	Based on nitrated derivatives of polyhydric alcohols (dynamite or any other).
	002	Based on any other nitrated organic derivatives (trinitrobenzene or any other).
	003	Based on nitrates, chlorates, perchlorates or any other inorganic compounds (cheddites, roburites, tonites, westphalites, or any other).
	004	Any other.
36.05		Pyrotechnic articles, fireworks, fog signals, or any other inflammable, combustible or explosive substances to produce flames, smoke or luminous or audible effects:
	001	Rockets and other similar articles for signalling:
	002	Any other.
36.06		Phosphoric matches:
	001	Of wood.
	002	Any other.
36.07		Ferro-cerium and any other pyrophoric alloys, in any form for automatic lighters, cigarette lighters and similar purposes.
36.08		Preparations and products of inflammable materials:
	001	Solidified alcohol, ethyl metaldehyde and similar fuels, in tablets, pills, sticks, and similar forms.
	002	Liquid fuels for cigarette lighters, in containers of a maximum capacity of 300 millilitres.
	003	Any other.
39.11		Cellulose ethers or any other cellulose derivative in semi-manufactured form:
	001	Bars, sticks, blocks, laminated products, plates, profile shapes or any other semi-manufactured form.
	002	In foil or film.
39.14		Natural rubber derivatives, excluding hardened rubber – ebonite:
	005	Any other plastic material derived from natural rubber, in semi-manufactured form.
40.03		Reclaimed or regenerated rubber, powder and waste of unhardened rubber; waste of manufactures fit only for the recovery of rubber:
	001	Reclaimed or regenerated rubber.
	002	Parings, powder, and any used article of unhardened rubber, fit only for the recovery of rubber.
41.01		Raw hides, fresh or green, salted, dried, dry salted, limed or pickled:
	001	Of elk, reindeer or deer, with or without hair.
	003	Of any other bovines (including buffalo), with or without hair.
	004	Of goat species, with or without hair.
	005	Of snake, alligator, lizard, and the like.
	006	Of equines, with or without hair.
	007	Of ovines, with or without hair.
	008	Of swine (including peccary) with or without hair.
	009	Any other, without hair.
41.02		Bovine (including buffalo) and equine skins and hides, prepared, except those of items 41.06 to 41.08, with or without hair:
	002	Any other.
41.03		Ovine skins, dressed, except those of items 41.06 to 41.08, with or without wool:
	001	Simply tanned.
	002	Otherwise prepared.
41.04		Goat skins, dressed, except those of items 41.06 to 41.08, with or without hair:
	001	Simply tanned.
	002	Otherwise prepared.
41.05		Skins of any other animal, dressed except those of items 41.06 to 41.08:
	001	Of elk, reindeer or deer, with or without hair.
	002	Of snake, alligator, lizard and the like.
	003	Of swine with or without hair.
	004	Any other, without hair.
41.06		Chamois skin, with or without hair, dressed, and any other kind of chamois-dressed skin or leather.
41.07		Parchment-dressed skin or leather.
41.08		Patent leather or metallized leather:
	001	Patent leather.
	002	Metallized leather.
41.09		Parings and waste of dressed skin and leather.
42.08		Articles of artificial, natural, or composition leather, for technical use:
	001	Washers and gaskets.
	002	Buckets and scoops for conveyors.
	004	Belts for machines, with or without fittings of base metal, including conveyors or transmission belts.
	006	Hoses, with or without metal rings.
	007	Rawhide hammers.
	008	Any other.

Tariff No.		Item
46.01		Plaits and similar articles, for any purpose:
	001	Of artificial horsehair, artificial straw or strip of plastic material, including those with textile core covered with plastic material.
	003	Of paper strip, covered or not with plastic material.
	004	Any other.
48.02		Paper weighing more than 35 grammes up to 180 grammes per square metre, and paperboard in reels, sheets or rolls, of natural colour, white or dyed throughout the mass.
	002	Drawing, writing or printing paper.
	003	Ordinary wrapping paper (kraft, manila or any other).
	005	Drying paper (blotting paper).
48.03		Paper and paperboard, glazed transparent paper, greaseproof, parchment, vegetable and the like:
	001	Glazed transparent paper, greaseproof, vegetable and the like.
	002	Parchment paper and paperboard.
48.06		Paper and paperboard, ruled, lined or squared:
	002	Any other.
48.09		Cigarette paper, cut to sizes:
	001	In reels or rolls with a maximum width of 16 centimetres.
	002	In booklets, leaves, packets or loose strips, cut or uncut.
48.13		Stationery, letter paper, in blocks or sheets, envelopes:
	001	Letter paper, in blocks or loose sheets.
	002	Envelopes.
	003	Any other.
48.14		Any paper or paperboard, in reels, rolls, or bands, with less than 16 centimetres in width; in square or rectangular sheets, the side of which does not exceed 50 centimetres or cut in any other size:
	001	Corrugated or undulated paper or paperboard, single or glued together.
	002	Toilet paper, in rolls or rectangles.
	008	Paper for addressing machines, with or without any special treatment.
	009	Gummed strip.
57.08		Paper yarn:
	001	Cellulose yarn, with a diameter of less than 1 millimetre.
69.07		Azulejos, paving tiles, mosaic and ornamentations.
70.07		Glass mirrors, with or without frame, including rearview mirrors for vehicles.
70.15		Glassware of low coefficient of expansion, refractory, pyrex or any other and those of melted silica:
	002	Any other.
70.18		Squares, slabs, bricks or any other building materials.
70.19		Glass fibre and articles made therefrom:
	006	Glass fabrics, printed or figured.
73.30		Stoves, cookers, grates, heaters, and similar household appliances, not electrically operated.
73.31		Heaters, boilers, and any other central heating apparatus for general domestic use, excluding those of Chapter 84.
73.32		Sanitaryware:
	001	Bathtubs, bidets, water tanks, flush cisterns, spittoons, washbasins, sinks, towel rails, soap-boxes.
	002	Any other.
73.33		Scourers, sponges, iron or steel wool or similar articles for cleaning, polishing or any other purposes.
84.31		Passenger and goods lifts, escalators:
	001	Lifts and escalators, complete.
	002	Winches for passenger lifts and goods lifts, endless screw or direct traction.
	003	Any other parts.
91.06		Electric clock systems:
	001	Secondary clocks.
	002	Central or master clocks.
	003	Complete systems.
97.06		Equipment and requisites for sports, gymnastics and outdoor games:
	001	Appliances, apparatus and equipment for gymnastics or athletics: swings, horizontal bars, climbing ropes, javelins and discus, ladders, dumb-bells, hammers, balancing poles, barbells, springboards, vaulting poles and any other.
	002	Balls for basket-ball, football, volley-ball and the like.
	003	Balls and bowls for all kinds of sports.
	004	Breast plates, plastrons, masks, or any other fencing requisites.
	005	Special helmets for sports.
	006	Gloves for boxing and other sports.
	007	Frogmen's flippers.
	008	Skates.
	009	Racket presses.
	010	Rackets and the like, for tennis or any other sports.
	011	Sports nets, including baskets for basket-ball.
	012	Skis.
	013	Golf clubs, hockey sticks, polo sticks and the like.
	014	Any other.
98.05		Erasing, drawing or writing pencils and pencil leads; chalk for tailors, billiards, drawing or writing:
	001	Drawing charcoals.
	002	Pencils with rubber leads.
	003	Pencils with coloured leads, or leads with a basis of lamp black.
98.06		Natural or artificial slates for writing or drawing, with or without frames.

Inquiries relating to this Notice should be addressed to Export Services Branch of the Board of Trade, Room E46, Hillgate House 35 Old Bailey, London, E.C.4.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

CHILE

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same unless otherwise stated. If no figure is given, the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
IX	45/53	Insert new items: Di-octyl-phthalate (DOP) Di-iso-octyl-phthalate (DIOP) Di-butyl-phthalate (DBP) Di-butyl-maleate (DBM)	
XI	61	Insert new item: Waterproof suits for professional divers and frogmen	
XIII	72	Insert new item: Sheets of neoprene, not more than 3 metres long by 1 metre wide for making waterproof suits for frogmen.	
	75	To the item 'Moulded cellulose trays for fruit exports' add the phrase 'for temporary customs admission only' Cellophane paper, colourless, transparent. . . .	Deposit 1,000 %

Exchange regulations

IT HAS BEEN REPORTED by Her Majesty's Embassy at Santiago that, at its session No. 401, which took place on April 14, 1966, the Executive Committee of the Central Bank reduced from 110 days to 100 days (from the date of the bill of lading) the minimum period which must elapse before payment of imports may be made.

PERU

Amendments to import tariff

IT HAS BEEN reported in the Peruvian journal *El Peruano* of March 2, 1966, that Supreme Resolution No. 161-H has sub-divided Sections 85.20.1.01, 85.20.1.02 and 85.20.1.03 with the nomenclature and duties set out below:

Item	Description	Tariff Unit	Specific Duty	Additional Duty *ad val.*
85.20.1.	Incandescent lamps and tubes			
1.01	Incandescent lamps in normal and special forms, clear, blued, muffled and coloured, under 15 watts . .	1	$0.50	30%
1.02	Incandescent lamps in normal forms, etc., over 15 up to 50 watts, inclusive.	1	$3.00	30%
1.03	Incandescent lamps in normal forms, etc., over 50 up to 200 watts, inclusive.	1	$3.50	30%
1.04	Incandescent lamps, pear shaped electric candle form, clear, blued, muffled and coloured, from 15 to 50 watts, inclusive	1	$3.00	30%
1.05	Incandescent lamps, pear-shaped electric candle form clear, blued, muffled and coloured, over 50 up to 200 watts, inclusive	1	$3.50	30%
1.06	Incandescent lamps, in special forms from 15 to 50 watts, inclusive, not included in 85.20.1.04	1	$0.50	30%
1.07	Incandescent lamps, in normal and special forms of over 50 watts and up to 200 watts, inclusive, not included in 85.20.1.05	1	$1.00	30%
1.08	Incandescent lamps over 200 watts .	1	$3.00	30%
1.09	Incandescent tubes, up to 50 watts inclusive	1	$0.50	30%
1.10	Incandescent tubes over 50 watts up to 200 watts, inclusive . . .	1	$1.00	30%
1.11	Incandescent tubes of over 200 watts .	1	$3.00	30%
1.12	Others	1	$3.00	30%

This resolution enters into force from the day following its publication in *El Peruano*. Incandescent lamps in sections 85.20.1.02, 85.20.1.03, 85.20.1.04 and 85.20.1.05 which are in the customs or have been shipped up to the date of the present Resolution, according to the date of the visa on the consular invoice, shall be cleared by the Customs with the specific duties of $0.50 and $1.00 per unit and 30 per cent *ad valorem* respectively, always provided that clearance is applied for within 15 days following arrival at a Peruvian port. The Directorate-General of Industries shall make a periodical study (in accordance with Laws Nos. 13270 and 15973 and their Regulations) of the desirability of revising the specific duties laid down in this Resolution.

CANADA

Custom rulings

THE FOLLOWING RULINGS have been made in Canada for Canadian customs purposes:

'Made in Canada'

Gasoline engine-driven hand-guided rooters designed for rooting, grooving, widening and cleaning cracks and joints in cement or bituminous surfaces such as highways, runways, etc.

Aerosol valve assemblies (consisting of mounting cups, gaskets, housings, dip tubing or stems, springs, with or without actuators and/or valve seats).

(a) Plates, hot or cold rolled. Maximum width 72 in. Maximum thickness 1½ in. Maximum weight per lb. 1,000 lb.

(b) Sheet, hot rolled. Maximum width 50 in. Minimum thickness .035 in.

(c) Sheet and strip, cold rolled. Maximum width 50½ in. Minimum thickness .003 in. (up to 18 in. in width), .016 in. (over 18 in. in width).

Note: The 30 days' notice herein given does not apply to the plates, hot or cold rolled, maximum width 50 in., maximum thickness 1½ in., maximum weight per plate 500 lb.; sheet, hot rolled, maximum width 50 in., minimum thickness .035 in., and the sheet and strip, cold rolled, maximum width 50 in., minimum thickness .003 in. (up to 18 in. in width), .035 in. (over 18 in. in width), which were previously ruled to a class or kind made in Canada.

(The rulings are effective June 6, 1966)

The above rulings are contained in Department of National Revenue Memoranda D51-8-1 and D51-9-2 dated May 4, 1966, and memorandum D51-1-1 dated May 5, 1966.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to Her Majesty's Stationery Office.*

CANADA

an expanding market

British goods and British businessmen are welcome in Canada but the wise exporter will realise that he must have the benefit of expert local knowledge before embarking upon competitive selling.
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UNITED STATES

Duty-free entry or lower rates of duty on copra, palm nuts, oils

UNITED STATES Public Law 89-388, approved on April 13, 1966, makes permanent, with effect from April 13, 1966, existing duty-free treatment or lower rates of duty on copra, palm nuts, palm-nut kernals and oils and certain fatty acids, salts and other chemical products derived from the oils; increases the duty-free quota of Philippine coconut oil for the calendar year 1965 only by 28,308,955 pounds; and provides for the reliquidation of entries of Philippine coconut oil under the new 1965 quota to obtain refunds of duty.

Disposal of platinum

UNITED STATES Public Law 89-390, approved on April 14, 1966, authorizes disposal, without regard to the six-month period, of 316,300 ounces of platinum from the national stockpile.

Suspension of duty on tropical hardwoods

UNITED STATES Public Law 89-392, approved on April 14, 1966, suspends duty on specified tropical hardwoods entered, or withdrawn from warehouse, for consumption between April 15, 1966, and December 31, 1967, inclusive.

Disposal of refractory bauxite

UNITED STATES Public Law 89-394, approved April 14, 1966, authorizes disposal, without regard to the six-month waiting period, of approximately 126,300 long calcined tons of refractory grade bauxite from the national stockpile.

Building Materials for Export Only

Acting on behalf of Manufacturers, as Sole Export Concessionaires, we can supply the following:

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(4) "ALBION" Stoneware Conduits for laying electrical cables underground.
(5) CAST IRON Rainwater Pipes and Fittings to BSS 460; C.I. Soil Pipes and Fittings to BSS 416.
(6) CAST IRON Drain Goods to BSS 437 and BSS 1130.
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Tariff treatment of certain woven fabrics

UNITED STATES Public Law 89-405, approved on April 19, 1966, amends items 335.60 and 339.00 of the Tariff schedules of the United States as follows:—

Deleted material is shown in square brackets [ ], new material in italics and material where there has been no change in roman.

		Rates of duty	
		1	2
335.60	Woven fabrics, of vegetable fibres (except cotton): Fabrics, other than the foregoing, containing over 50% by weight of yarns which yarns are composed wholly or almost wholly of fibres not exceeding 5 inches in length and contain not less than 50% by weight [of man-made fibres] *either of man-made fibres or of man-made fibres and cotton*	25c. per lb. + 22·5% *ad val.*	45c. per lb. + 70% *ad val.*
[339.00	Woven fabrics, of other textile materials: Woven fabrics, of textile materials, not covered by the foregoing sub-parts of this part)	17·5% *ad val.*	40% *ad val.*
	Woven fabrics, of textile materials, not covered by the foregoing sub-parts of this part:		
339.05	*Containing over 17% of wool by weight* . .	30c. *per lb.* + 50% *ad val.*	40c. *per lb.* + 60% *ad val.*
339.10	*Other*	17·5% *ad val.*	40% *ad val.*

(The column 1 rate applies to any imports from the United Kingdom.) The amendments apply to articles entered, or withdrawn from warehouse, for consumption, on or after June 19. 1966.

A copy of each of the above-mentioned Acts may be seen in Tariff Section, Export Services Branch, Room E47, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

EXOTIC VISUAL AIDS IN SCAFFOLDING PLANT

By courtesy of the world's biggest airlines, Boulton Scaffolding Limited, have erected a hoarding depicting the many countries to which they export scaffolding. Workers busy at their machines can look on outsize posters of the sun-drenched beaches of Australia and the South Pacific islands, etc. Mr. C. E. Slade (right), the firm's technical director wanted to create more interest among employees in their work and immediately thought of the far away places to which their scaffolding products are destined. From airlines they obtained posters and built a colourful display – one local evening newspaper was immediately impressed with the scheme and printed an article with a photograph under the heading 'The Factory where the Sun always Shines!' The picture shows Mr. C. E. Slade discussing the hoarding with Mr. W. T. Gregory, whilst Mr. R. F. Kimberley, publicity manager, adjusts an export guide sign into position.

Labelling of hazardous substances

THE REGULATIONS under the United States Federal Hazardous Substances Labelling Act have been further amended with effect from May 4, 1966, to exempt certain porous-tip ink-marking devices from some labelling requirements. The devices concerned are of such construction that the ink is held within the device by an absorbent material so that there is no free liquid within the device, and under any reasonably foreseeable conditions of manipulation and use including reasonably foreseeable abuse by children, the ink will emerge only through the porous writing nib of the device.

Inquiries regarding this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

Postponement of excise tax reductions on passenger cars

THE UNITED STATES Tax Adjustment Act of 1966 (P.L. 89-368) postpones the manufacturers excise tax reductions on passenger cars. Details of these reductions were published in the *Board of Trade Journal* of July 16, 1965.

Effective March 16, 1966 the excise tax on passenger cars will be 7 per cent through March 31, 1968; 2 per cent for the period April 1, 1968 through December 31, 1968; 1 per cent for the period after December 31, 1968.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

BARBADOS

Industrial Incentives Act, 1963

THE BARBADOS GOVERNMENT is considering whether treated lumber should be declared an 'approved product' for the purposes of the above Act.

Pioneer manufacturers of this product will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions. Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Board would copy their initial correspondence to the British Trade Commission, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN MINISTER OF TRADE and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

Water treating chemicals for boilers, cooling towers, internal plant process waters and potable waters.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingstom 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

SWITZERLAND

Special rates of duty on certain commodities

RECENT ORDERS published by the Swiss Department of Finance and Customs have introduced a special rate of duty on the following commodities when imported for a certain specified purpose:

Tariff No.	Goods	Use	Preferential Rate per 100 kg.	
			Normal	EFTA
20.02.30	Leguminous vegetables, husked, pre-cooked or steamed, then dried.	Industrial manufacture of soups and sauces ready for cooking or consumption.	4·50	—
48.16.20	Containers in the form of cups of paraffined paper with printed indication of contents ("Milk etc.")	Packaging of milk or milk products.	20·0	16·00

N.B. Reduced rates are only applicable to packing containers with an opening for filling specially cut out and slotted and closed by bending and shutting down that opening. Packing containers with, for example, a removable cover are excluded from the system of mutual concessions.

These changes came into effect on December, 31, 1965.

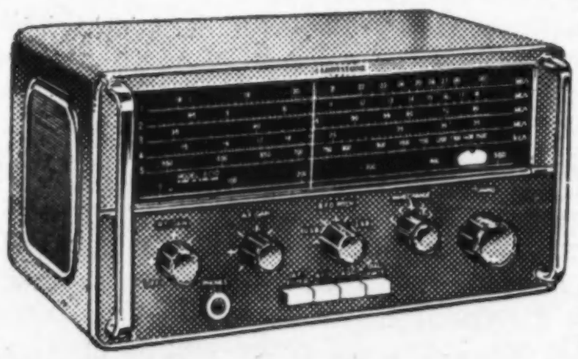
Tariff No.	Goods	Use	Preferential Rate per 100 kg.	
			Normal	EFTA
73.25.12 /14	Strands of steel wire, diameter of 40mm or less.	Pre-stressed concrete	15·00	3·00
51.04.30	Unbleached or dyed continuous woven fabrics with a basis of polyvinyl alcohol, with a max. weight of 50 grms. per sq. metre.	Bases for burnt-out embroidery.	30·00	—

These changes came into effect on March, 23, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Exts. 460 and 462).

Eddystone EC10

A superb receiver with full short-wave coverage



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SPAIN

Customs tariff

IN THE *State Gazette* of April 25, the Spanish authorities announced modifications to certain sub-headings of their Customs Tariff and the revised sub-headings and import duties are as follows:

Tariff Heading	Description	Definitive Duty	Transitory Duty
01.02	Live animals of the bovine species:	%	%
B 2	Other than selected stock:		
a	Cows of less than 3 years .	16 (Minimum of 5 Ptas per Kilo)	2
b	Bulls of up to 1 year, weighing less than 125 kilos . .	16 (Minimum of 5 Ptas per Kilo)	2
c	Others	16 (Minimum of 5 Ptas per Kilo)	10½
29.01	Hydrocarbons:		
A	Acyclic, cyclanic, cyclenic and cycloterpenic hydrocarbons:		
1	Butadiene	14	9
2	Cyclohexane	15	11
3	Others	14	9
B	Aromatic hydrocarbons:		
1	Benzine	14	9
2	Toluene.	14	9
3	Xylenes	14	9
4	Ethylbenzene	15	9½
5	Styrene	10	5½
6	Naphthalene	10	5½
7	Diphenyl and triphenyl . .	15	9½
8	Other	14	9
29.34	Other organo-inorganic compounds:		
A	Tetraethyl lead . . .	40	1
38.14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils . .	35	16
55.01	Cotton, not carded or combed. .	20	18 (specific duty 9·20 Ptas per Kilo)

Suspension of customs duties

IN THE *State Gazette* of April 28, the Spanish authorities announced the extension of the import duty suspension on Slabs of more than 1,000 Kgs. weight and more than 120 mm. thickness (Tariff heading 73-07.B4a) until June 2, 1966.

The suspension of import duty on Puddled bars and pilings, ingots, blocks, lumps of iron and steel, and Blooms of more than 500 Kgs. weight (Tariff headings 73-06 and 73-07.B2a), previously extended until April 2, has been cancelled.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

EUROPEAN ECONOMIC COMMUNITY

Tariffs in the EEC

THE *Board of Trade Journal* of January 17, 1964, page 118, contained details of certain tropical products for which the European Economic Community had decided temporarily to suspend import duties either totally or partially. These suspensions were to remain in force until December 31, 1965. A further decision was made by the EEC continuing the arrangements for another year until December 31, 1966.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

FRANCE

Global quota for early potatoes

THE FRENCH *Journal Officiel* of May 3 announced further amendments to the notice in the *Journal Officiel* of March 1, details of which were published in the *Board of Trade Journal* dated March 11, page 572.

Early potatoes may now be imported from all countries except those belonging to the European Economic Community from May 8 to May 20, 1966, under the minimum price procedure laid down in notice to importers dated July 29, 1962.

The import certificate must be used within four days, including the day on which the visa is affixed.

The conditions for imports on consignment for sale or commission as stated in the notice of March 1, 1966 remain unchanged.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479/480).

British Week in Lyons

A PAPER HAS BEEN PREPARED by the British Embassy in Paris giving general guidance on certain French customs procedures, intended primarily for businessmen taking part in the British Week in Lyons from October 21-30. It covers such points as commercial samples, advertising matter, refund of customs duty on faulty goods and valuation of goods for customs purposes. Copies may be obtained from the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4, and from the British Embassy, 35 rue du Foubourg St. Honoré, Paris 8e.

TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish import list published in the *Board of Trade Journal* on January 28, 1966 (pages 201-209).

Global Import Quotas

Page No.	Serial No.	Tariff Statis No.	
203 and 209	120	41.01.11 15.16 21 25	The remarks under AID (4) should be amended to read: Tariff Nos. 41.01.11.15 and 16 may be imported only from the United States with AID funds. The others shall be paid for from Turkish free foreign currency resources.
204	196	73.10.10	Add $50,000 to the quota of $100,000 against this item and deduct the amount from Serial No.417. The quota will be at the disposal of the Ministry of Commerce.
206	256	84,06.20	Add $100,000 to the quota of $250,000 against this item and deduct the amount from Serial No.417. The quota will be at the disposal of the Ministry of Commerce and applications to import must be made by 14th May 1966.
208	416		Add $10,000,000 to the quota of $30,000,000.
208	420		Add $100,000 to the quota of $50,000 against this item and deduct the amount from Serial No.417.
208	418		Add $2,000,000 to the quota of $3,000,000.
			NEW QUOTA
	436	73.12	Only strips of iron and steel up to 25 m.m.width (for ginning plants that are incorporated with presses). A new industrial quota of $300,000 is transferred to this item from Serial No.417. The quota will be at the disposal of the Ministry of Commerce.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462).

Settlement of delayed import payments

A MINISTRY OF FINANCE communique published in the Turkish *Official Gazette* on March 31, 1966, authorizes importers to effect foreign exchange payment for goods imported under Cash against Documents or Cash against Goods terms, in cases where applications were not filed for payment of the goods within the time limits specified on the import licence.

The exchange rate will be that operative on the day the Turkish lira payment is made to the Central Bank, the counter-value of

the goods will have to be fully deposited on the date on which the application is made, and importers must pay a fine equal to 15 per cent of the lira counter-value of the foreign exchange payment. Applications for payment must be made by July 31 and be accompanied by an undertaking from the creditor to the effect that no claim will be made for interest or compensation arising from the delayed payment. The transfer of debts coming within the scope of the Commercial Debt Agreement of May 11, 1959, are not subject to the provisions of the communique.

Copies of the English version of the communique may be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2497).

LEBANON

New import regulations

Live animals

THE LEBANESE MINISTRY of Agriculture has cancelled previous regulations restricting the exportation of horses, mules and donkeys from the Lebanon, but has stated that the exportation of all livestock shall continue to be subject to the provisions of the Veterinary Quarantine Law.

Milk powders

The Ministry of Agriculture has decided that powdered milk where animal fat has been replaced by vegetable fats, may be imported subject to the following conditions:

(a) that the substitutes do not constitute less than 25 per cent of the product;
(b) that the Ministry of Public Health is satisfied that the milk is suitable for consumption, and that any substitutes of fats have been made for health or nutritional reasons;
(c) that the net contents of each container do not exceed five kilograms;
(d) that the percentage and type of fats are clearly shown on the container.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE/659/G.

ALGERIA

Import of medical goods

THE ALGERIAN *Journal Officiel* of April 12, 1966, announced the establishment of a central buying commission (*La Commission Centrale d'Achat*) under the chairmanship of the Minister of Health to co-ordinate purchases for hospitals and medico-social aid bodies. The Commission's responsibilities are wide and include the preparation and buying of national requirements of surgical and medical instruments, pharmaceutical products and foodstuffs for hospitals. It has a monopoly of all pharmaceutical purchases for both the public and the private sectors. The methods of purchase have yet to be decided upon, but these will probably be through invitations to tender (open or restricted).

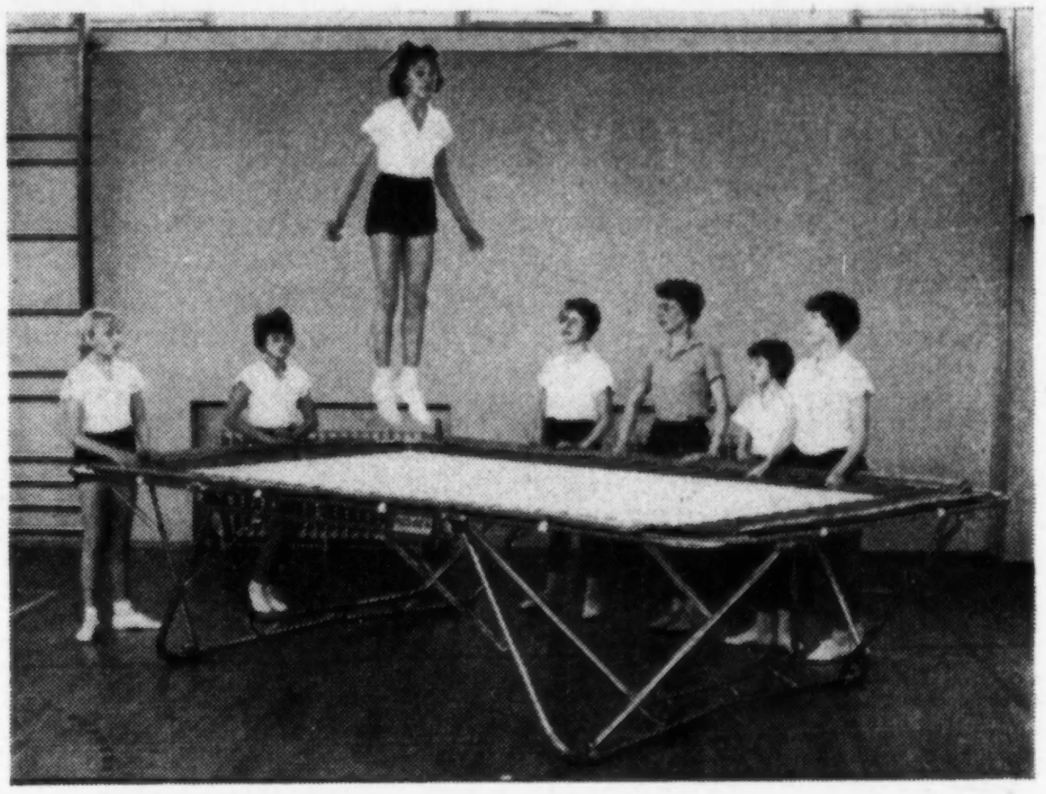
Correspondence and documentation, which must be in French, should be addressed to:

La Commission Centrale d'Achat, Ministère de la Santé Publique, Immeuble Le Colisée, Rue Zephirin Rocas, Algiers.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.



An order worth £16,000 from Libya has been won by Nissen Trampoline Co., the Brentwood, Essex, manufacturers of trampolines, parallel bars, tumbling mats and other gymnastic equipment.

Imports of industrial tallow

THE ALGERIAN *Journal Officiel* of April 8, 1966, announced that as from that date all imports of industrial tallow for soap manufacture would be the responsibility of the Government monopoly ONACO (*L'Office National de Commercialisation*). Import licences and authorizations already granted remain valid and may be utilized until their date of expiry.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

IVORY COAST REPUBLIC

Global import quotas January — June, 1966

IT HAS BEEN announced in Abidjan, Ivory Coast Republic, that the following quotas have been opened for the import of goods for the first half of this year:

Quota No.	Description	Values ('000 C.F.A. francs)
1	Milk products	8,000
3	Beer	5,000
4 A	Various drinks except Beer	80,000
4 B	Wines in bulk	10,000
5	Other sugars and confectionery	5,000
6 A	Fresh fruit and vegetables	30,000
6 B	Foodstuffs (other products)	30,000
7	Tobacco	65,000
9	Mineral and metal products	20,000
11	Pharmaceuticals, colouring matters and insecticides	15,000
12	Plastics materials	15,000
13	Rubber and tyres	7,000
14	Chemical products	15,000
15	Printed cotton fabrics	300,000
	Wax prints and printing costs (quota for the whole year)	100,000
16	Non-printed fabrics, blankets	65,000
18	Knitted goods, clothing, second-hand clothing	35,000
19	Kitchen and household ware, tools and cutlery	190,000
20	Table 12. Air conditioners and refrigerators	20,000
	Table 13. Office machinery	30,000
	Table 14. Domestic radio equipment	20,000
	Table 15. Photographic equipment	15,000
	Table 16. Watches and clocks	15,000
	Table 17. Other mechanical and electrical equipment	35,000
22	Cycles and motorcycles	5,000
24	Miscellaneous	100,000

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

FEDERAL REPUBLIC OF CAMEROON

New customs tariff amendments

NOTICE of the publication of the new Cameroon Customs Tariff applicable to the Federal Republic under the terms of the UDEAC Treaty was given in the *Board of Trade Journal* of February 4, page 291.

Increases in the Import duty have been announced in Yaounde as follows:

Tariff heading 93-07.01, 11, 21, 90, Munitions, to 120 per cent.
24-02.04, Cigarettes, to 1,700 CFA francs per net Kilo.

As previously stated, the text of the new tariff and the decree (in French) giving effect to it may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

AUSTRALIA

Customs invoices

THE BRITISH HIGH COMMISSION in Canberra has reported that difficulties are being encountered by Australian importers and agents through the failure of some United Kingdom exporters to complete correctly the customs invoice. In this connection it is stressed particularly that the country of origin of the goods concerned must be entered in the first column of the customs invoice and, in addition, against each of the goods for which entry is claimed at preferential tariff rates, the category letter 'A', 'B' or 'C', under which the goods are deemed to qualify for tariff preference, inserted. Failure to complete the customs invoice correctly not only hinders the clearance of the goods through the Australian customs, but could also deny to our exports entry under the preferential tariff in those cases where they would otherwise so qualify.

United Kingdom exporters can obtain full details of the Australian customs invoicing requirements from the pamphlet issued by the Department of Customs and Excise entitled 'Facts about Invoicing Requirements, Tariff Preference and Value for Duty Provisions'. Copies of this pamphlet are available on loan from the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468).

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal. **Black and white prints:** *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.* **Colour photographs:** *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Details of temporary duties

DETAILS ARE GIVEN below of the temporary changes made in Australian Customs Duties which came into effect on April 29, 1966. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
	After note 7 to Chapter 73 insert the following notes: 8. *The following goods are specified for the purposes of sub-paragraph* 73.15.613, *that is to say, hoop and strip that:* (*a*) *were in transit to Australia on March* 14, 1966; *and* (*b*) *are entered for home consumption within* 21 *days after importation.* 9. *The following goods are specified for the purposes of sub-paragraph* 73.15.711, *that is to say, sheets and plates that:* (*a*) *were in transit to Australia on March* 14, 1966; *and* (*b*) *are entered for home consumption within* 21 *days after importation.*				
73.15	Alloy steel and high carbon steel in the forms mentioned in items 73.06 to 73.14 (inclusive):				
73.15.6	Hoop and strip:				
73.15.61	Not worked or decorated but not further worked:				
New sub-paragraph 73.15.613	*Containing* 10% *or more by weight of chromium and having a f.o.b. price of less than* $1,120 *per ton, being goods not falling within sub-paragraph* 73.15.611 *or* 73.15.612	10% and $7 per ton (Under former item 73.15.619)	10%	10%, and $7 per ton; and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of $448 per ton, less 40% of the f.o.b. price	10%; and, except in respect of goods specified in note 8 to this Chapter, a temporary duty of $448 per ton, less 40% of the f.o.b. price
73.15.7	Sheets and plates:				
73.15.710	[Unworked or simply polished, whether or not cut to non-rectangular shape] . .	$7 per ton and 12½% Primage 5%	$4·80 per ton	$7 per ton, and 12½%; and, in addition, a temporary duty of $448 per ton, less 47½% of the f.o.b. price, plus 5% Primage	$4·80 per ton; and, in addition, a temporary duty of $448 per ton, less 47½% of the f.o.b. price
				. (Under new item 73.15.711)	
				No change (Under new item 73.15.719)	
73.15.71	*Unworked or simply polished, whether or not cut to non-rectangular shape:*				
73.15.711	*Containing* 10% *or more by weight of chromium and having a f.o.b. price not exceeding* $943 *per ton*	$7 per ton and 12½% Primage 5% (Under former item 73.15.710)	$4·80 per ton	$7 per ton, and 12½%; and, except in respect of goods specified in note 9 to this Chapter, a temporary duty of $448 per ton, less 47½% of the f.o.b. price Primage 5%	$4·80 per ton; and, except in respect of goods specified in note 9 to this Chapter, a temporary duty of $448 per ton, less 47½% of the f.o.b. price
73.15.719	*Other*	No change (Under former item 73.15.710)		$7 per ton and 12½% Primage 5%	$4·80 per ton

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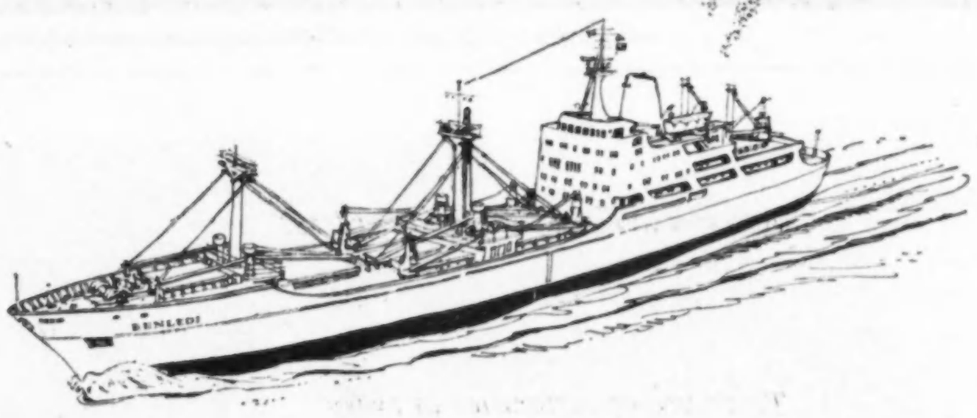

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Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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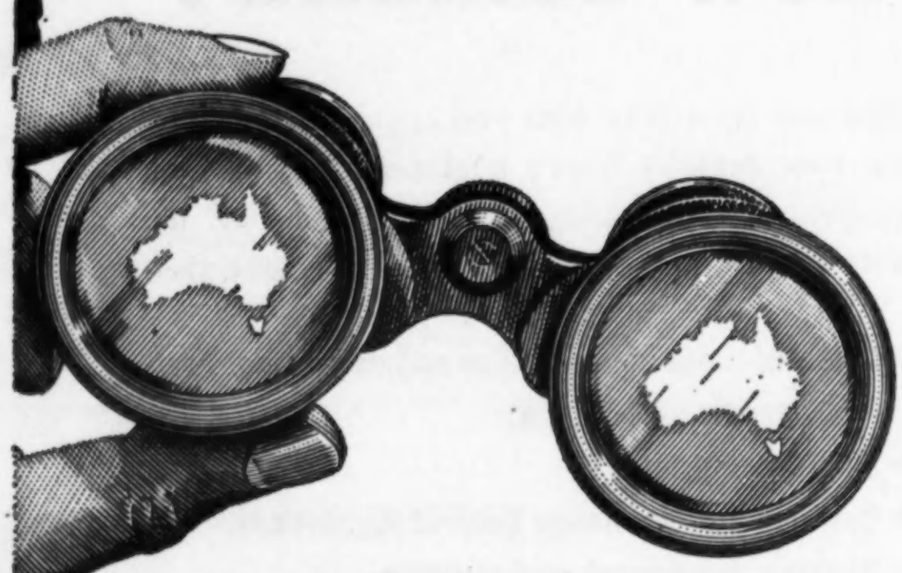

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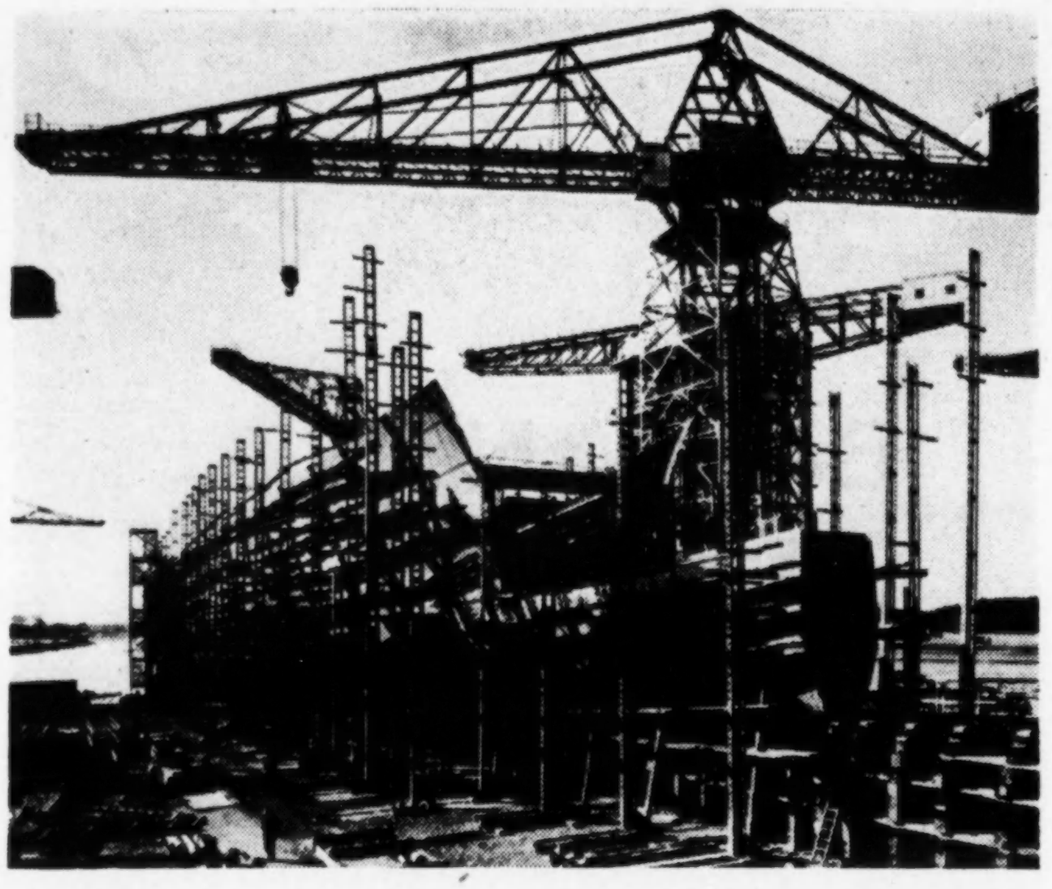

The 21-knot Glen Line cargo liner 'Glenfinlas' is shown here taking shape in the East Yard of John Brown and Co. (Clydebank) Ltd. The new ship, which will trade between London, Northern Europe and the Far East, is due to be launched in August of this year and is scheduled to be commissioned in November. She will have space for general, refrigerated and liquid cargoes, and automation has been widely employed on deck and in the engine room to obtain improved efficiency in operations. Her crew will all be accommodated in air-conditioned quarters.

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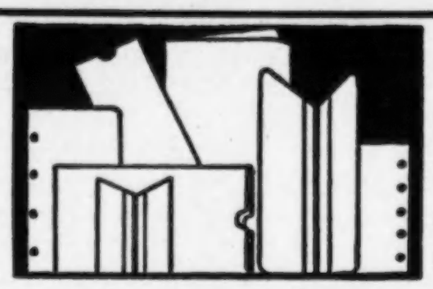

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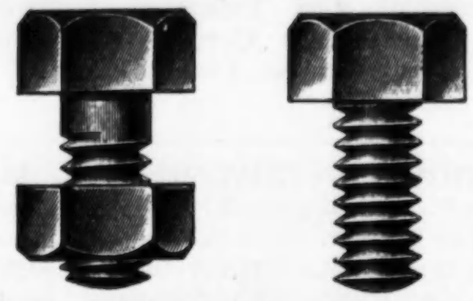

Abis & Co. (Birmingham) Ltd

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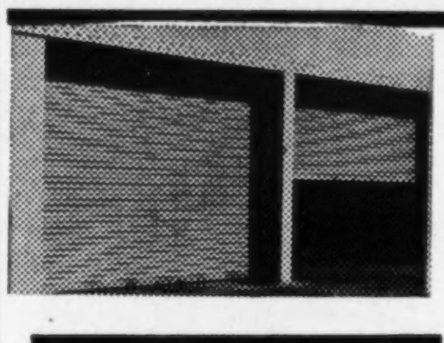

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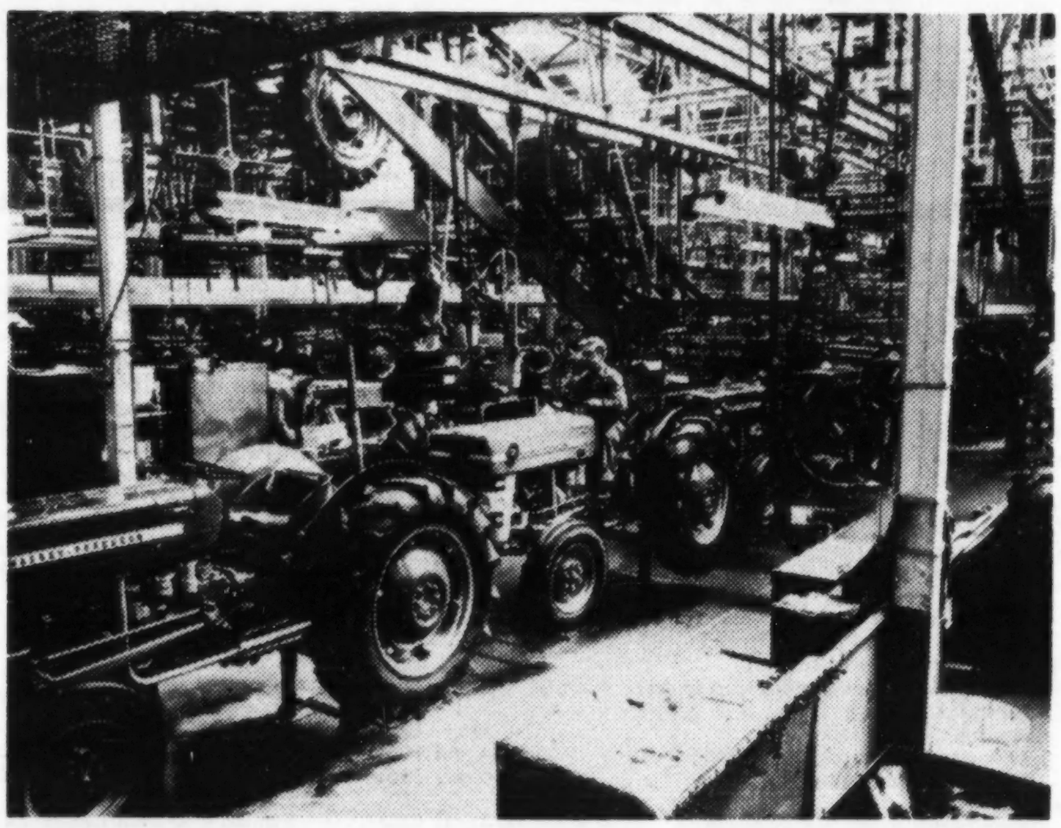
BARTON

Two English students who are studying for the post-graduate Diploma in Export Marketing at the High Wycombe College of Technology, recently left on a goodwill tour to West Germany for the National Wool Textile Export Corporation, the textile industry's export promotion body. They are 21-year-old Miss Ellen Hayes of High Wycombe and 19-year-old Martin Cunliffe of Oldham and as part of their course they have to acquire practical experience of overseas selling. They have been engaged to carry out a programme of visits to clothing retailers and manufacturers in various German centres, concentrating on Osnabruck, where a British week is to take place at the end of May.

The BEA Trident which flew them to Dusseldorf was piloted by Captain John F. Hayes (pictured left above), Ellen's father.



A contract, said to be the biggest single contract for farm machinery ever placed by the Government of Afghanistan with a Western country, has been signed by Massey-Ferguson. Valued at more than £320,500, the order covers 200 tractors and 1,000 implements, and it includes technical and training help. It was won against strong competition from Russia, which has in the past supplied most of Afghanistan's agricultural machinery. This picture shows MF 135 tractors on the assembly track in Massey-Ferguson's tractor plant at Coventry. The factory is the biggest of its kind in the world with an annual capacity of 100,000 units.

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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
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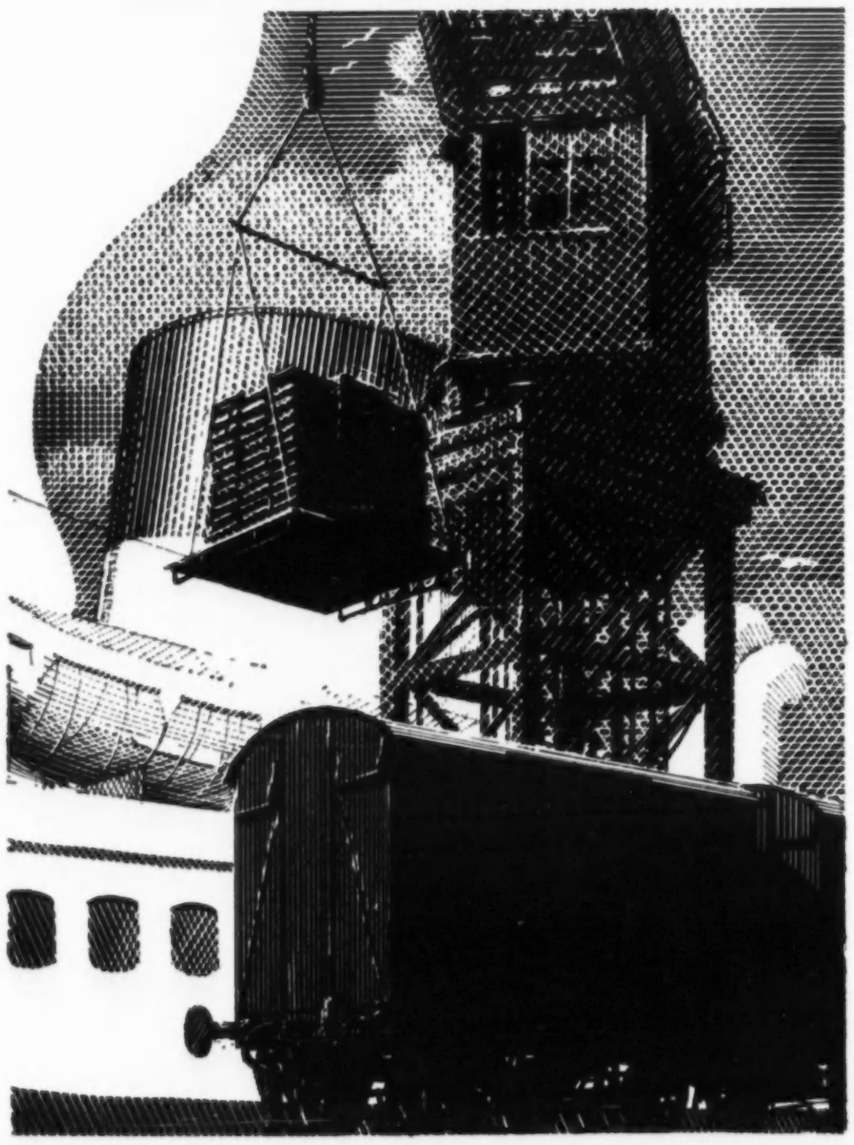

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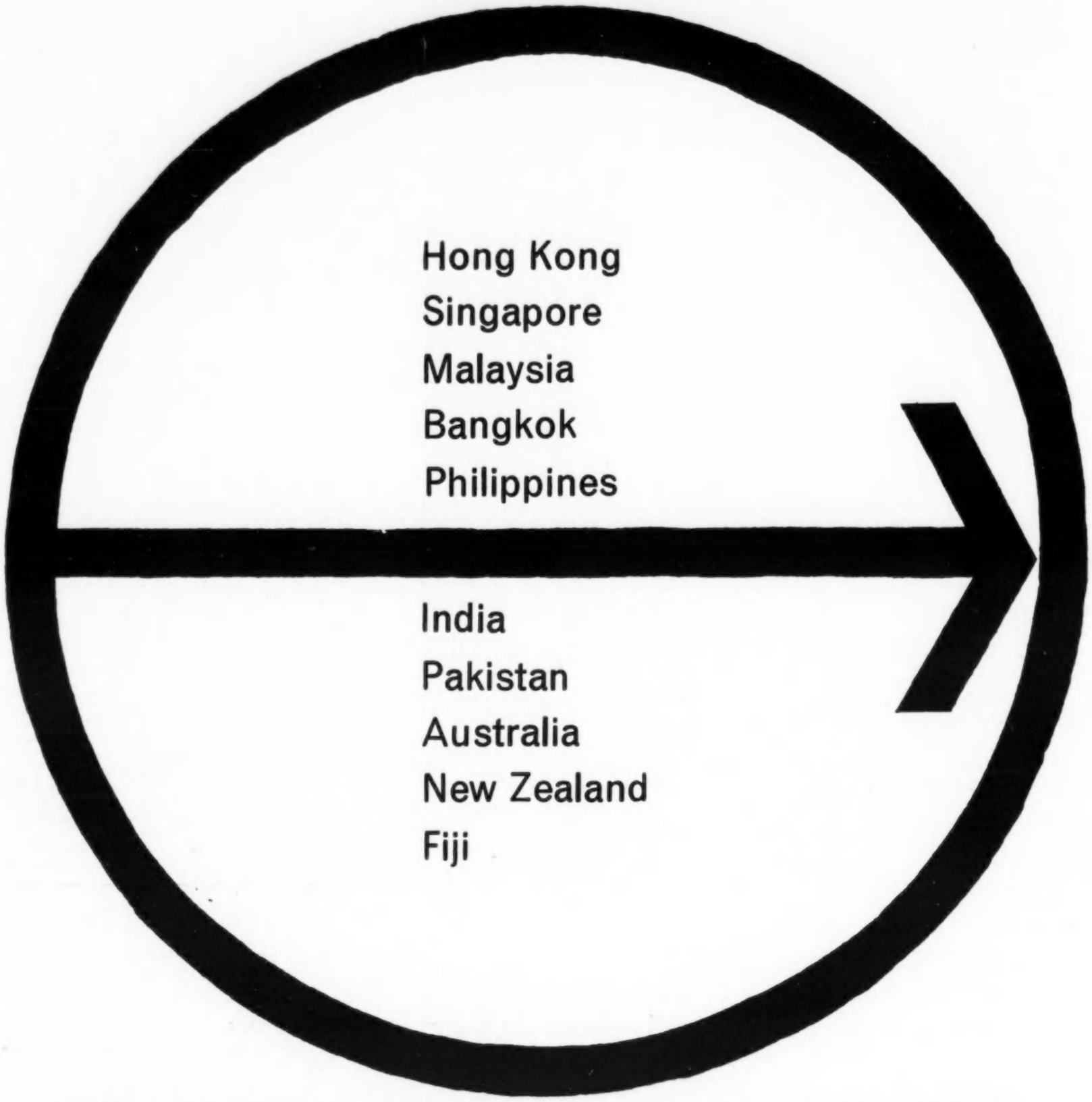

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